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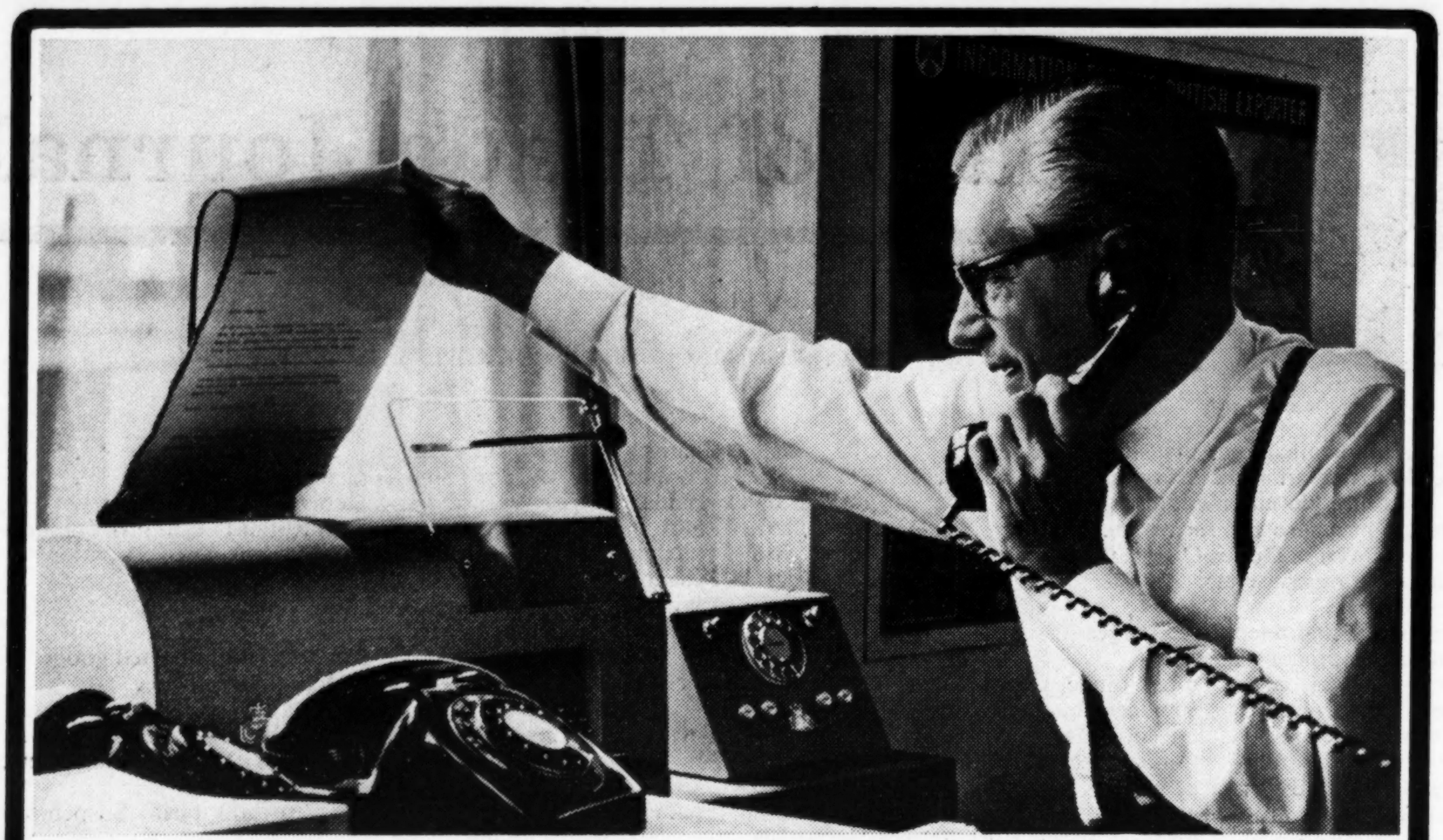

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The Bahamas—a challenge to British exporters

By the British Trade Commission, Kingston, Jamaica

To MOST people the Bahamas and Nassau are synonymous and it is not generally realised that the Bahamas consists of a scattered archipelago of 14 larger islands and almost 700 smaller ones. Nassau, the capital, is situated on New Providence Island, which though only 21 miles long and seven miles wide, has about 80,000 inhabitants, over half the Colony's total population of 140,000. Over the past decade the boom in real estate, American investment, and the rapid growth of tourism has resulted in the opening up of some of the other islands, particularly Grand Bahama. In fact, due to the phenominal development of Freeport on Grand Bahama, it now rivals Nassau as a tourist resort.

Because of heavy American investment in hotels and real estate, the activity of American consultants and architects, the ease of importing from the United States, and the fact that the Colony is so exposed to American ideas and advertising, it is perhaps natural that well over half of the Bahamas' imports are from the United States. Nevertheless, there is much scope for new and expanding trade for British exporters. Our exports to the Colony rose to £5.3 million in 1965, more, for example than to Uruguay, or to Bulgaria, or to most of the small countries of Central or South America. And on a per capita basis, few if any markets anywhere in the world import more from Britain. Furthermore, to some extent the Bahamas acts as a shop window, as such a big part of our exports to the Bahamas is bought by American visitors, this may lead to repeat purchases later when the visitors have returned home. Trading conditions are unique due to the almost entire absence of industry, and almost complete economic dependence on tourism. In recent years the Colony's tourist trade has expanded considerably and continues to do so; 546,000 visitors in 1963, 605,000 in 1964, 720,000 in 1965, probably more than 800,000 this year. The value of imports has risen in step with the increase in tourism from £28.3 million in 1963 to £35.9 million in 1964. Although figures are not available for 1965, it is expected that imports exceeded £40 million. To keep pace with the rapid growth in tourism and improve tourist facilities, Government and private enterprise have ambitious plans for the further development of the Colony.

Nassau

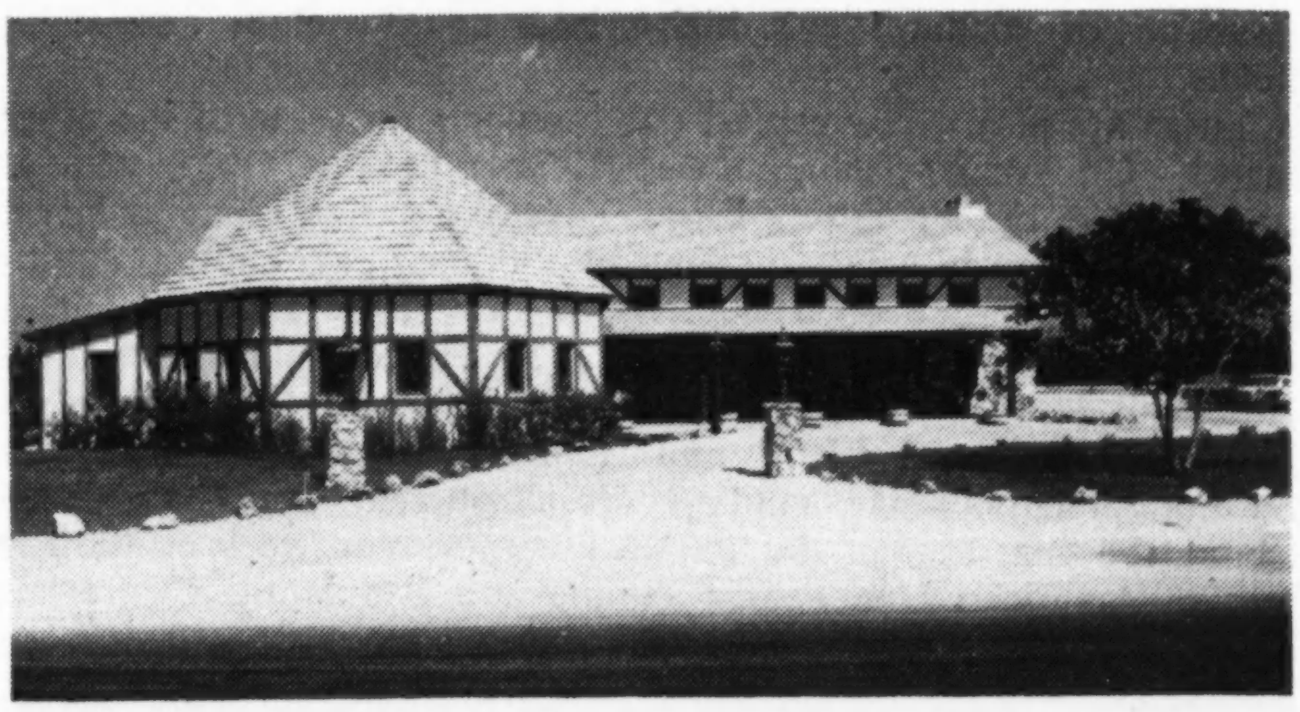
In Nassau work has already commenced on two breakwaters as a first step to general improvements in the harbour facilities. The full project, estimated to cost some £7 million, includes the dredging of a deeper channel and turning basin inside the present harbour area and new berths and terminal sheds. The dredged spoil is being used to create an island on which an American hotel chain is planning to build a 500-room hotel. Another project is Paradise Island, which is being connected to Nassau by a bridge. On it will be built a casino and probably two new hotels, one of about 500-rooms and one of 100. British firms are already reported to have obtained orders for the electric power plant to meet the needs of the Paradise Island development. Several other important new hotel building projects are under discussion to supply the accommodation needed for the ever-growing number of visitors.

Yet another important development designed to please tourists is a 10-year £11 million programme to modernise and expand the Colony's telecommunications system. This finance will come largely from American sources. Other new developments under consideration by the Government include a five-year programme to provide three new blocks for the Princess Margaret Hospital, and the addition of another 50 beds to the Geriatric Hospital; a school building programme, and a doubling of the Technical Institute at an estimated cost of £240,000 over the period 1967-70; the large scale provision of low-cost houses; and, realising that the increasing demands of tourism will put pressure on Nassau's limited water supplies, substantial expansion in water supply. The consultancy work in connection with most of these capital works has already gone to American firms but there must, nevertheless, be scope for British suppliers or sub-contractors.

Freeport

Nassau now faces stern competition from some of the other islands forming the Bahamas and in particular from the development of Freeport, Grand Bahama Island, by the Grand Bahama Port Authority Limited. Freeport was only established in 1955 by an Agreement between the Bahamian Government and the Grand Bahama Port Authority Limited under which, in return for certain concessions, the latter undertook to develop Freeport, an area of about 50,000 acres, as an industrial, commercial and resort area. Freeport is conveniently situated close to the Florida mainland, being some 81 miles from Palm Beach, and within easy reach of Miami and Fort Lauderdale. Freeport, quite rightly, is referred to as a 'boom city', and the following statistics will give some idea of its fantastic growth. The residential population has grown from under 2,000 in 1963 to 4,700 in 1964 and to 8,500 in 1965. Visitors to Freeport have shown a more staggering increase, from 26,000 in 1963 to 109,000 in 1964, and to 196,000 in 1965. This year the authorities confidently expect 350,000. Hotel accommodation has grown and is growing to meet the demand.

In 1963 there were only 30 hotel rooms available in Freeport but the number had increased to 533 by 1964 and to 1,837 by 1965. The first major hotel to be built was the luxury Lucayan Beach Hotel in 1964 with its 252 rooms, and gambling casino. This was quickly followed by King's Inn, (now 437 rooms), Holiday Inn (614 rooms) and several others. Further hotel expansions are in



The 'Pub on the Mall' is a favourite spot amongst tourists to Freeport for British-type refreshment.

THE BAHAMAS, *continued*

hand with special emphasis on attracting the convention trade. Holiday Inn already has convention facilities; King's Inn is erecting them and adding an additional 350 rooms; and a third such hotel is planned. A further hotel in the planning stage is the Ludwig Bahamian Princess.

Another striking tourist attraction will be the International Shopping Centre, now almost built. It will be an integrated shopping complex with streets built in the style of different countries. There will be Hong Kong, Spanish, and Scandinavian streets, an Indian Bazaar, and others. The English street is a very attractive Tudor style courtyard. The Grand Bahama Port Authority will grant leases to operate the shops, but the lessees will have to meet the Authority's requirements in respect of merchandise, interior shop decoration, and possibly even costume of shop assistants, all of which must be appropriate to the street. The shops in the British street should prove to be a wonderful additional outlet for the sale of British products to tourists, mainly Americans.

The Grand Bahama Port Authority has taken some care to project a special British image at Freeport so that it does not become just a repetition of Miami Beach. It already boasts a British pub – the Pub on the Mall, with maids in Tudor costume serving draught beer and traditional English country dishes. Double-decker London Transport buses, complete with advertisements, have been imported, and can now be seen on their regular scheduled runs around Freeport. And British telephone kiosks and post boxes must surprise the English visitor.

Side by side with hotel construction goes the development and building of private houses and apartment blocks; the expansion of public utilities and the various services to take care of the resident and visiting population; the construction of schools, churches, clinics and entertainment centres and the many other amenities demanded by a rapidly expanding and wealthy community.

With the exception of the successful oil bunkering terminal, one of the largest in the western hemisphere, and the cement works, Freeport has so far failed to attract industry on the scale originally visualized, but there appears to be a general belief that the pace of industrial growth will quicken and that the many negotiations and discussions held with possible developers during the past few years will gradually begin to bear fruit. An oil refinery, for example, is now strongly rumoured. A large section adjoining the harbour forms an area in which warehouses are available for storage, repacking, and relabelling goods for redistribution to the United States, South American and Caribbean countries, and elsewhere. This, of course, enjoys freedom from all taxation, port and other charges.

The other islands

The real estate boom has turned the developers' attention to other islands in the Bahamas group, and most readers of British newspapers will have seen advertisements for sites in the Bahamas. Some of these other islands are now being developed by the construction of medium and high-priced houses, clubs and small hotels.

There are also a few capital developments on some of the other islands. On Abaco Island, Owens-Illinois Inc. of Ohio, who at present have timber cutting leases, have announced plans to invest some £6 million in a factory, land development, agricultural equipment, etc. to produce 50,000 tons of raw sugar annually and a small quantity of refined sugar, on a 20,000 acre plantation. Two American companies, West India Chemicals, controlled by Morton Salt Inc., on Inagua Island, and Diamond Crystal Salt Company on Long Island, are expanding salt production. And on Andros Island, the first stage of the 'physical' construction work on the £50 million American Underwater Testing and Evaluation Centre has been completed, and the complex testing equipment will now be installed.

Prospects for British exports

It can be seen that the Bahamas is at present mainly a market for consumer goods or for equipment and materials for hotels or associated in other ways with the Colony's tourist industry. Prospects are good for high quality typically British merchandise that will appeal to the thousands of American visitors who continue to shop in the Bahamas in spite of the United States Government's reduction in the duty free allowance for returning tourists in 1965. Freeport in particular, where so much has already been done to project the British image, offers first-class opportunities, and these will be further enhanced when the shops in the British street are opened. But there is also the harder path of selling to the builders and developers; to the hotels; to the catering and entertainment services; and to the clinics and schools.

Of course, there are problems and special difficulties in breaking into this market, dominated as it is by American finance, advertising, preferences and proximity. Exporting to the Bahamas is not easy; it requires hard work and patience to combat the strong American influence and inevitably longer deliveries from the United Kingdom. But business can be done if prices are competitive, and even more important if deliveries can be guaranteed in a reasonable time. However correspondence is not usually good enough. In such a small territory there are a limited number of agents and customers all of whom are overwhelmed with trade literature. Their orders tend to go to the firms whose representatives make a personal call. Personal visits are, therefore, almost essential. They should present no great difficulty as Nassau and Freeport are so well served by airlines that visits to both can be conveniently fitted into either an American or a Caribbean itinerary. And the British visitor can draw attention to the tariff advanage enjoyed by many British imports.

Full details are available in Export Services Branch of the Board of Trade, of the promoters, architects, consulting engineers, etc., of the various projects mentioned in this article, and the Senior Commercial Secretary, Commercial Department, British High Commission, PO Box 393, Kingston, Jamaica, will be only too pleased to furnish any further information and give every possible assistance to exporters interested in selling to the Bahamas.

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The Prime Minister announces further economic measures

IN PARLIAMENT ON July 20 Mr. Harold Wilson, the Prime Minister, introduced his announcement of further measures to deal with the economic situation as follows:

'Sterling has been under pressure for the past two and a half weeks. After improvement in the early weeks of May we were blown off course by the seven-week seamen's strike, and when the bill for that strike was presented in terms of the gold and convertible currency figures in June, the foreign exchange markets reacted adversely. But there were deeper and more fundamental causes. Many have been at home, and of these I shall speak in a moment. Several have been overseas. For several weeks past there has been an increasing pressure on liquidity in the world's financial centres. Action taken by the United States' authorities to strengthen the American balance of payments has led to an acute shortage of dollars and Euro-dollars in world trade, and this has led to a progressive rise in interest rates in most financial centres and to the selling of sterling to replenish dollar balances. Last Thursday action was taken by the Bank of England to raise its discount rate and to double its call on the clearing banks for special deposits. On that day I informed the House that I would shortly be announcing further measures to deal not only with the short-run pressure on sterling, but also with the underlying economic situation.

'Action is needed for the purpose of making a direct impact on our payments balance, and particularly on certain parts of our overseas expenditure which in recent years has been growing rapidly. Action is needed equally to deal with the problem of internal demand, public and private, and to redeploy resources, both manpower and capacity, according to national priorities, and check inflation.

'Exports until the seamen's strike have been rising. By value in the first five months of this year they were 9 per cent higher than in the same period last year. By volume the increase over the same period last year was 6 per cent, a rate of increase higher than that laid down in the National Plan. But abundant market opportunities abroad for British products—which are competitive enough in terms of quality, performance and price – are being lost owing to the shortage of labour. Order books are too long, and delivery dates excessively protracted. Hours of work have been reduced and incomes have been rising faster than productivity.

'What is needed is a shake-out which will release the nation's manpower, skilled and unskilled, and lead to a more purposive use of labour for the sake of increasing exports and giving effect to other national priorities.

'This redeployment can be achieved only by cuts in the present inflated level of demand, both in the private and public sectors. Not until we can get this redeployment through an attack on the problem of demand can we confidently expect growth in industrial production which is needed to realize our economic and social policies.'

Beginning with measures needed to restrain private demand at home, the Prime Minister said that the economy was carrying too heavy a burden of production financed by hire purchase, which meant that too high a proportion of today's production was being paid for by a mortgage on tomorrow's earnings.

Tightening of HP regulations

He then announced the Board of Trade Orders, coming into effect at midnight on July 20, which would tighten up still further the regulations governing hire purchase. It was estimated that this would cut hire purchase borrowing by £160 million. (*See announcement on page* 267 *for details.*)

Surcharge on liquor, petrol, purchase tax, etc.

The Prime Minister said that the Treasury had that day made an Order the effect of which was to put a surcharge of 10 per cent on the duties on beer, wines and spirits; on hydrocarbon oils, petrol substitutes and power methylated spirits; and on purchase tax. The surcharge took effect from midnight on July 20. Its effect will be further to increase the revenue at the rate of about £150 million in a full year. This is a net figure after allowing for the effect of the hire purchase proposals and for the additional export rebate which will become payable following the increases in oil duty and purchase tax. (*See page* 267 *for Treasury announcement.*)

Postal charges

The Prime Minister said that in addition a further £20 million would be taken out of the economy as a result of changes announced that day by the Postmaster-General in certain postal and telecommunications tariffs; parcels, registration and overseas rates would be increased from October 3. In addition the Post Office would require a year's rental in advance for new telephones instead of a quarter's rental as at present. (*See page* 268 *for Postmaster-General's announcement.*)

In the field of direct taxation the Government proposed that a one-year surcharge of 10 per cent be imposed on surtax. This would be levied on surtax liabilities for 1965/66 for payment on September 1, 1967. The necessary legislation would be introduced in next year's Finance Bill. The extra yield was estimated at £26 million.

These measures on private current expenditure would be reinforced by action to restrain private sector building outside the housing and industrial fields and outside the Development Areas. The Government had decided to intensify the control on less essential building work and thus to reinforce the priority accorded to building programmes in the fields of housing, schools, hospitals – and new factories.

When the Building Control Bill, now before Parliament, received the Royal Assent, the Minister of Public Building and Works would make an Order reducing the cost limit above which a project was subject to control from £100,000 to £50,000. The Order would require an Affirmative Resolution by both Houses. As before, this control would not apply in the Development Areas as now defined. With a cost limit of £100,000 the control would affect about 500 projects worth £180 million in a year. The lowering of the limit to £50,000 would extend control to cover a total of about 1,000 projects worth £220 million in a year. This would give the Government more power to adjust the volume of privately sponsored construction work as the economic situation developed.

Further control on office building

This measure would be supplemented by a tighter control on office building. The Prime Minister then referred to the Board of Trade Order, coming into force at midnight on July 20, extending control of office building to the whole of Britain south of a line from the Wash to the borders of Hampshire and Dorset, by including within the control the whole of the East Midlands, West Midlands and South East Region. Projects for buildings of more than 3,000 sq. ft. of office space which were not the subject of an application for planning permission at the time the Order came into operation, would require an Office Development Permit. In addition to tightening the control on building, this measure would reinforce those already taken by the Government for the prevention of undue congestion in these parts of the country and would supplement the strict policy which was being applied to the issue of industrial development certificates. (*See page* 267 *for details.*)

The Prime Minister then dealt with cuts in the public investment programmes, including the nationalized industries, and went on to refer to cuts in the defence programme. He said that these would amount to £100 million.

Travel allowance cut

Private overseas expenditure must also make its contribution. Expenditure on holiday travel outside the Sterling Area had been rising rapidly, and the deficit on travel account with non-sterling countries had risen from £38 million in 1961 to an estimated figure of £95 million in 1966, and was expected on current trends to reach about £105 million next year. This formidable deficit could not be allowed to go on mounting without restriction, but the change required consultation with the International Monetary Fund which they had initiated. For the 12 months starting on November 1 next there would be basic allowance of £50 per person for travel to countries outside the Sterling Area. This allowance would have to cover all the foreign exchange requirements of the traveller, whether paid for in sterling or a foreign currency, except for fares paid for in sterling. There would be special arrangements for business and health travel and for those who, instead of paying fares abroad, take their cars abroad. (*See page 267 for Treasury announcement.*)

Hotel modernization scheme

The Prime Minister added that on the positive side of encouraging tourist expenditure in this country the Government had decided to introduce for an experimental period of one year in the first instance a scheme under which development loan assistance could be offered for the building, expansion or modernization of hotels which could show that this would result in a significant increase in their earnings from overseas visitors. The President of the Board of Trade would be making a full announcement before the Recess.

He also referred to cuts in the remittances of emigrants to non-sterling area countries.

He added: 'The net direct saving on our overseas payments from all these measures, Government and private, amounts to £150 million. This is a direct saving on our overseas outgoings and therefore on the balance of payments deficit.

'To sum up the measures I have so far outlined. I estimate that they will reduce demand on the domestic economy by more than £500 million. This is in addition to the earlier budgetary measures by this Government reducing the pressure of demand in the private sector by over £700 million. They are in addition to the monetary policy which has now been in force and which was reinforced by the three further measures announced last week. They are in addition also to the impact of this year's Finance Bill yet to have its effect on the economy and which is due to reduce demand and which will extract a further £300 million from the economy, with all this means in terms of imports and of redeployment of labour towards exports and other essential industries.

'In addition to the measures designed to reduce the domestic pressure, the economies in overseas expenditure, public and private, will, as I have said, make a direct saving of £150 million.

'But the House will recognize that the whole operation stands or falls on the extent to which we can keep our costs and prices under control. In recent years money incomes have been increasing at a rate far faster than could be justified by increasing production; in 1965 we paid ourselves increases in money incomes of about £1,800 million compared with in the previous year. About £1,300 million of this represented increases in wages and salaries. Over the same period we earned only £600 million by way of increased production. These trends are continuing. The Declaration of Intent of December 16, 1964, was a great landmark when, for the first time in our history, employer, trade union and Government signed a compact designed to restrain the growth of incomes to a norm within the national capacity to pay. Yet ever since that time wage increases have outrun the figure allowed for and pre-empted the amount available for such increases for a considerable period ahead. The time has come to call a halt.

Standstill on wages, prices, etc.

'The Government are now calling for a six-month standstill on wages, salaries and other types of income, followed by a further six months of severe restraint, and for a similar standstill on prices.

'The same principles apply to other types of money income. Companies, for example, must hold down their dividends during the 12-month period.

'The Government similarly call for a 12-month standstill on prices of all goods and services except to the limited extent that increases are necessitated by increases in the cost of imported materials, by seasonal factors or by the action of the Government, for example, through increased taxation.

'It is not our intention to introduce elaborate statutory controls over incomes and prices. This is a situation in which the Government look with confidence to everyone concerned with these matters to act in accordance with the public interest. Many individual salaries and other forms of remuneration are fixed outside the normal process of collective bargaining. Here, too, the same canons of restraint must apply. This applies also to emoluments of directors and high executives: Companies will be required to publish details of these fees and salaries with comparable figures for the previous year.

'Within the main field of collective bargaining we shall rely in the first instance on voluntary action. Nevertheless, in order to ensure that the selfish do not benefit at the expense of those who co-operate, it is our intention to strengthen the provisions of the Prices and Incomes Bill, to speed its passage and to redefine the rôle of the National Board for Prices and Incomes, which will not hesitate to act within the powers it enjoys, or may further seek, to deal with any actions involving increases outside and beyond this policy. The Government will be consulting the TUC, CBI and other interested organizations on the detailed application of the standstill within the next few days, and a White Paper will be issued in the near future.'

The Prime Minister concluded: 'The House will not underrate the deep significance of what I have just announced. Its implications for industry and the degree of co-operation and restraint which will be required on the part of those affected by it. But, equally, the House, and I believe the country, will recognize the urgency of these measures if we are to get our economy into balance and to keep our costs under control.

'I should not feel justified in making this demand on industry if I did not feel we had done everything in our power to secure social justice in the broader fiscal and social policies of the Government. For no Government has the right to ask for restraint, still less for an effective standstill, unless it has done everything a Government can do to create a climate of social justice, which alone can justify such a policy.

Streamlining production and labour

'Inevitably today I have dealt with measures which, taken by themselves, involve restriction and restraint. But the House will realize that their whole purpose is to provide industry with the opportunity to achieve a major increase in productivity by streamlining production and labour utilization. They must be seen against a background of policies designed to speed the application of scientific methods and techniques – already well known to progressive managers – to increase efficiency in private industry and in the public sector. Industry by industry, the Economic Development Committees are tackling the practical problems of raising efficiency and spreading knowledge of how performance can be improved in individual companies.

'Industry by industry – shipbuilding, printing, the docks, rail transport – the Government are engaged in urgent discussions designed to increase productivity and eliminate over-manning and restrictive practices. We have sought to proceed by voluntary agreement. Where this is not forthcoming other action must be taken. The Government have indicated to all concerned its determination that the freight liner train services shall go ahead on the basis of open terminals.

'The problems with which I have been dealing are problems that have beset Britain's economy virtually since the end of the war. The unsung achievements of keen executives and of hard-working responsible trade unionists, of inventive scientists and creative designers, are all often overshadowed by attitudes of selfishness and indifference, of indolence and indiscipline on both sides of industry.

'For while the Government can, and must, do all in its power creating conditions to lay down the rules within which the economy must operate, the determination and resolve which today's measures demonstrate must be matched by effort and endeavour on the part of the whole British people.'

Discussion of the Prime Minister's statement is given in *Hansard* of July 20, cols. 638-654.

CATALOGUES OF GOVERNMENT PUBLICATIONS

Her Majesty's Stationery Office offer their customers a comprehensive catalogue service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room D.74, Atlantic House, Holborn Viaduct, London, E.C.1, asking for the CATALOGUE SERVICE LEAFLET.

Extension of office development control in SE England and Midlands

As announced by the Prime Minister in the House of Commons on July 20, the Board of Trade have made an Order under the Control of Office and Industrial Development Act, 1965, extending to the whole of South-East England, and to the East and West Midlands, the control of office development which until now has applied only to the Metropolitan Region and the Birmingham conurbation.

In the areas which have now been designated, applications for planning permission for development involving the creation or enlargement of office premises (whether by building, rebuilding, extension, alteration or change of use) which are made on or after July 21, 1966, will have to be accompanied by an office development permit if the office floor space to be created by the development exceeds 3,000 square feet. Permit application forms will be obtainable from the Board of Trade Regional Offices at the addresses given below.

The Order, which came in to operation on July 21, is the Control of Office Development (Designation of Areas) Order, 1966 (S.I. 1966 No. 888) Copies can be obtained from Her Majesty's Stationery Office, 49, High Holborn, London, W.C.1, and branches, or through any bookseller, price 5d. (by post 8d. from Her Majesty's Stationery Office, P.O. Box 569, London, S.E.1.).

Notes: The Control of Office and Industrial Development Act, 1965, applied the control of office development to the Metropolitan Region (an area of some 40 miles radius from the centre of London) with retrospective effect to November 5, 1964. The Act also empowers the Board of Trade to designate by order any other area of Great Britain as an area in which office development is to be controlled. The Control of Office Development (Designation of Areas) Order, 1965 (S.I. 1965 No. 1564) extended the control to the Birmingham conurbation on August 14, 1965.

The following are the areas brought within the scope of the office control by the present Order, and the addresses of the Board of Trade Regional Offices to which applications for permits should be made:

Area	Regional Office
(a) The administrative counties of Kent, East Sussex, West Sussex and Hampshire, all excluding the areas in the Metropolitan Region which are already subject to the office control; and Isle of Wight.	London and South-Eastern Regional Office, Cromwell House, Dean Stanley Street, London, S.W.1.
(b) The county boroughs of Bournemouth, Brighton, Canterbury, Eastbourne, Hastings, Portsmouth and Southampton.	London and South-Eastern Regional Office, Cromwell House, Dean Stanley Street, London, S.W.1.
(c) The administrative counties of Bedford, Berkshire, Buckingham, Essex and Oxford, all excluding the areas in the Metropolitan Region which are already subject to the office control; and Cambridgeshire and Isle of Ely, Huntingdon and Peterborough, Norfolk, East Suffolk and West Suffolk.	Eastern Regional Office, Cromwell House, Dean Stanley Street, London, S.W.1.
(d) The county boroughs of Great Yarmouth, Ipswich, Norwich and Oxford.	Eastern Regional Office, Cromwell House, Dean Stanley Street, London, S.W.1.
(e) The administrative counties of Derbyshire (excluding the boroughs of Buxton and Glossop, the urban districts of New Mills and Whaley Bridge, and the rural district of Chapel en le Frith), Herefordshire, Leicester, Lincon – Parts of Holland, Lincoln – Parts of Kesteven, Northamptonshire, Nottinghamshire, Rutland, Salop, Staffordshire (excluding the urban district of Aldridge – Brownhills), Warwickshire (excluding the borough of Sutton Coldfield) and Worcestershire (excluding the boroughs of Halesowen and Stourbridge). NOTE: Aldridge – Brownhills, Sutton Coldfield, Halesowen and Stourbridge are already subject to the office control.	Midland Regional Office, Somerset House, 37 Temple Street, Birmingham, 2.
(f) The county boroughs of Burton upon Trent, Coventry, Derby, Leicester, Lincoln, Northampton, Nottingham, Stoke-on-Trent and Worcester.	Midland Regional Office, Somerset House, 37 Temple Street, Birmingham, 2.

Changes in hire purchase and hiring controls

Following the Prime Minister's statement in the House of Commons on July 20, the Board of Trade have made the Hire Purchase and Credit Sale Agreement (Control) (Amendment No. 5) Order, 1966 (S.I. 1966 No. 887, price 8d., by post 11d.).

In respect of most of the goods at present subject to control, the effect of this Order is to increase the minimum deposit payable in respect of hire purchase or credit sale agreements entered into on or after July 21, 1966. In addition the maximum period for repayment of the balance is reduced for some goods.

For cars and motorcycles the minimum deposit has been raised from 25 per cent to 40 per cent. For all other items where the minimum deposit is 25 per cent it has become 33⅓ per cent. (Such items include radio and television sets, tape recorders, vacuum cleaners, refrigerators, washing machines and carpets). In the case of furniture and mattresses, the minimum deposit has been raised from 15 per cent to 20 per cent. There is no change in the minimum deposit for cookers and water heaters. The maximum period for repayment of the balance has been reduced from 27 to 24 months for cars and motorcycles and from 30 to 24 months for furniture and mattresses. The maximum period for repayment for other goods is unchanged.

The Board of Trade have also made the Control of Hiring (Amendment No. 3) Order, 1966 (S.I. 1966 No. 886, price 3d., by post 6d.), which has increased the advance rentals or charges payable before a hiring agreement is entered into from 32 weeks to 42 weeks. The goods mainly concerned are cars and television sets.

Copies of the relevant Orders are obtainable from Her Majesty's Stationery Office.

Surcharge on Revenue Duties Order, 1966

The Treasury have made the Surcharge on Revenue Duties Order, 1966. This Order imposes a surcharge at the rate of ten per cent on amounts in respect of certain Customs and Excise duties and purchase tax which become due on or after July 21, 1966. The surcharge operates upon:–

(a) The duties in respect of:–
  Spirits (including power methylated spirits)
  Beer
  Wine and British wine
  Hydrocarbon oils
  Petrol substitutes
(b) Purchase Tax

There is a corresponding ten per cent increase from the same date in respect of related drawbacks and similar rebates and allowances applicable to group (a) above.

This Order came into operation on July 21, 1966 and has been published as Statutory Instrument 1966, No. 884.

Special surcharge purchase tax

The commissioners of Customs and Excise announce that the Treasury has made an Order under Section 9 of the Finance Act, 1961, as amended and extended, applying a special surcharge of 10 per cent to all amounts of purchase tax becoming due on or after July 21. Irrespective of the date of purchase or of the contract for process, the date when the chargeable goods pass the normal tax point governs the liability to special surcharge. Attention is drawn to paragraphs 31-36 of Public Notice No. 320 (revised), issued July 1964.

Exchange control on travel expenditure

In accordance with the statement by the Prime Minister in Parliament on July 20, the Treasury announce the following changes in Exchange Control rules to come into effect from July 21.

The present arrangements, under which expenditure on foreign travel is unrestricted, came to an end on July 20.

For the 12 months starting November 1 next there will be a basic allowance of £50 per person for private travel to countries outside the Sterling area. This allowance will have to cover all foreign exchange expenditure, i.e. both that taken in the form of cash or travellers' cheques etc. and also the cost of hotel and other travel services, except fares, paid in sterling to travel agents in the United Kingdom. There will be additional allowances of £25 for a car and £15 for a motor cycle. As at present, there will be special arrangements for business and health travel.

During the period up to October 31 next, the amount of foreign exchange in the form of cash or travellers' cheques which may be bought for journeys to be started during that period will be limited to £50 a person plus an allowance of £25 for a car and £15 for a motor cycle. Sterling payments made or to be made through travel agents for journeys starting up to October 31 and due to end by November may continue as under the present arrangements. The amount in sterling notes which a traveller may take with him will be reduced from £25 to £15. The maximum amount per journey for business travel will be reduced from £1,500 to £1,200; otherwise the amounts for business travel will remain unchanged. The allowance for health travel will be reduced to £7 per day each for the patient and a companion.

Special consideration will be given to applications, which must be made to a bank or travel agent and be supported by evidence, from persons who, because they have made hotel bookings or incurred other firm commitments for holidays to be started before October 31, wish to take more than £50 a head of foreign exchange.

The foreign exchange element (other than for fares) of any payments made in sterling for tours, etc, beginning after October 31 will count against the basic allowance for the twelve months beginning November 1.

Changes in postal and telephone charges

MR. EDWARD SHORT, the Postmaster General, has announced changes in Post Office charges.

Some postal charges will be increased from October 3 so as to raise £20 million in a full year. It is estimated that at present rates there would be a shortfall on target on the postal services of this amount. The important changes are the following:

About half of the increased revenue will come from increases in inland parcel rates. The present minimum weight will be lowered from 2 lb. to 1½ lb., for which the charge will be 2s. 6d. The new prices will range from 2s. 6d. to 10s. 6d., as compared with 2s. 9d. to 7s. 6d. at present. Local parcels will cost 1s. less at each step.

The minimum registration fee will be increased orf m1s. 9d. to 3s., but the corresponding maximum compensation payable will be increased from £20 to £100.

The Recorded Delivery Service fee will be increased from 6d. to 9d.

The poundage on Postal Orders will go up from the present 2d. on 1s. orders to 3d., and between 1s. 6d. and £1 1s. from 3d. to 4d. Above this there will be no change.

The minimum overseas rate of 6d. for 1 oz. letters and cards will be increased to 9d., with 5d. instead of 4d. for each additional ounce. Printed papers for overseas will cost 4d. for 2 oz. instead of 2½d. and 2d. for each additional ounce instead of 1½d. There will also be increases in the rates for samples, small packets, phonopost packets and insured boxes.

There will also be increases in air mail letter rates from 9d. per ounce to 1s. in Zone A, 1s. 3d. to 1s. 6d. in Zone B, and 1s. 6d. to 1s. 9d. in Zone C. Air mail postcards will cost 1d. more for each zone, and there will be increases for printed papers, samples, etc.

Air letter forms will be increased from 6d. to 9d.

Changes in some telephone call charges, which will take effect on January 1 next year, will produce no net increase in revenue, but will rationalize the structure.

Charges for STD trunk calls in the cheap rate period will be reduced from the present two-thirds to one-half the full rate fee.

The minimum fee from pay-on-answer (STD) coin boxes will be increased from 3d. to 6d, and the time allowed will be increased from three to six minutes in the full-rate period and six to 12 minutes in the cheap-rate period. Telephone kiosks are losing over £4 million a year.

From July 21 all new, or removing telephone subscribers, whether business or residential, will have to pay a year's, instead of a quarter's, rental in advance.

The rental charge for a coin box will be increased from £1 a quarter to £2 10s., but at the same time the rebate which renters retain from the money put into the box will be raised from seven per cent to about 25 per cent.

Training in development districts

THE MINISTRY OF LABOUR announce that a new direct training scheme has come into operation this month which is expected to make a major contribution to the economic improvement of the development districts. It consists of a 'package deal' in giving help and training to firms to enable them to expand and to get production going in a much shorter time. It is also designed to provide employment – skilled, semi-skilled and unskilled – for those otherwise denied the opportunity.

Under the scheme, which was announced by Mr. Ray Gunter, Minister of Labour, in the House of Commons earlier this year, any firm starting up or expanding in a development district or involved in substantial retraining to prevent a reduction in its labour force, can ask for 'technical' assistance in the same way as it asks for financial help under the grants scheme, which is continuing.

The scheme will apply to the existing Development Districts, but when under the Industrial Development Bill now being considered by Parliament they are replaced by new and wider Development Areas, the arrangements will be applied throughout those areas.

Assistance under this new scheme comprises:

A Ministry instructor to go in on the shop floor to organize and begin the training of new workers in semi-skilled engineering operations on the firm's own machines, and, at the same time, training the firm's instructors to take over;

A new Training Within Industry programme for the training of workers on assembly line work, processing, bottling, packaging, etc. – here again the Ministry's training officer will operate on the firm's premises;

The more extensive biassing of syllabuses of training for skilled trades at neighbouring government training centres to meet a firm's special requirements, subject to local agreement with industry;

The assessment of suitability for a firm's particular employment of persons at industrial rehabilitation units; and

For firms unable to release staff for the full instructor training courses at the Ministry's colleges at Letchworth (Herts) and Hillington (Glasgow), the provision of a modified instructor training course of one week – 'less chalk and talk' – to be given locally by a lecturer from one of the colleges.

The intention behind this new scheme is that the Ministry of Labour will be brought into consultation with a firm as soon as its training needs can be identified. In this way firms will be offered a specially tailored training 'package' phased to fit the firm's own development programme.

For half a century Government Training Centres have provided intensive and highly regarded courses leading to skilled occupations, and their training methods have been constantly improved in the light of the latest techniques. The extension of the Ministry's modern training methods to semi-skilled occupations on-the-job offers firms in development districts the opportunity of equipping workers with skills in much less time than is normally taken for their training by the old methods. Improved training methods greatly reduce the labour wastage which usually results from training by methods such as 'sitting-by-Nelly' – the old-fashioned training method of sitting next to a person and learning by copying.

Financial assistance

Under the scheme which came into force on April 1 for financial assistance towards the cost of training by new and expanding firms in development districts, the weekly rates of grant payable to a firm are £5 and £3 10s. for male and female adult trainees respectively. The corresponding rates for those under 18 are £2 10s. and £2. Grants are not paid for training periods in excess of 52 weeks or where training lasts less than two weeks, or where the total amount payable to a firm for all their approved training is less than £100.

A firm renting temporary accommodation for training before establishing a factory in a development district, may receive special grants of 50 per cent of the rent and rates and of the costs of reasonable adaptation – but not for major structural work.

The Ministry may waive the fees for employees who train at Government training centres and for those who attend Training Within Industry or instructor training courses. The Ministry may also pay half the tuition fees at other approved courses for managerial, supervisory and technical staff.

Further details of the special forms of assistance available to firms in development districts may be obtained from any Employment Exchange.

New address for Board of Trade Bristol office

THE BOARD OF TRADE Regional Office, South Western Region, is to move on August 23 from its present offices at 2nd floor, Prudential Buildings, Wine Street, Bristol, to The Pithay, Bristol, 1 (Tel. Bristol 21071).

New firm for Fort William

THE FIRST INDUSTRIAL application to the Highland Development Board entered a new phase on July 25 when Edward Greenwood & Co. began training 20 girls to work in their new factory at Fort William. The firm, established in Yorkshire in 1879, are well known in the clothing trade and manufacture a range of trousers.

They have leased their premises of 2,800 sq. ft. from the local town council, and the site, at Nevis Drive, will permit at least a 50 per cent expansion. The firm intend producing 2,500 pairs of trousers a week, and to do so they will require about 50 employees.

Mr. George Darling opens 'most modern automated warehouse'

'THIS WEEK we have had to face up to some grim facts about Britain's economic circumstances,' said Mr. George Darling, Minister of State, Board of Trade, on July 22 at the official opening of extensions to the factory of the Wakefield Shirt Company Ltd. 'In very simple terms they add up to this: that we as a nation are not producing enough goods; we are exporting too little and importing too much. As a result we are getting deeper and deeper into debt, and we must now, unfortunately, adjust our standards to our circumstances.

'I don't want to dwell on these disturbing facts here, in this factory, for it is not your failings and shortcomings which have helped to get us into such dire difficulties.

'On the contrary – if all the manufacturing enterprises in the country could match your record of progress we should not now be facing a serious financial situation.'

Earlier the Minister of State had switched on an electrically operated cutter to slice the tape at what is claimed to be the most up-to-date automated warehouse installation in Europe. On a single component a saving of £243,000 has been achieved.

Congratulating the company on their achievements the Minister of State said that they had one advantage. Shirts were indispensable. Even in times of acute austerity our accepted pattern of social behaviour and the rigours of our climate made it impossible for us to dispense with shirts. 'And if my eyes don't deceive me there seems to be an increasing number of girls walking about these days in men's shirts,' he said.

But making and selling shirts was a highly competitive industry, and it spoke well for the efficiency of the company's management and for the skill of its workpeople, that it was able to go on expanding its output and sales year by year.

'You can only do this by efficiency in production, by good design, good quality, and competitive prices. In all these you have real achievements to your credit. And, above all, you have built up and are increasing a good export trade' said the Minister of State. 'It isn't easy to get into overseas markets. It is often particularly difficult in your trade because almost all developing countries start their industrialization by making textiles, and usually move quickly on to shirts.

'The Board of Trade has had to deal with the problems arising from this expanding world trade in textile products, and the measures we have taken to provide for an orderly expansion, so as to protect our home industry without clamping down heavily on the emerging and colonial countries, have, I believe, been well received, and will, I hope, assist you.'

Cutting the tape during the opening of the Wakefield Shirt Company, left to right: Mr. George Darling, Alderman Harrison (MP for Wakefield), Lady Mayoress and Mayor of Wakefield, and Mr. I. Donner, chairman of the Wakefield Shirt Co. Ltd.

New Language Training Centre

OPENING THE Beecham Group's Language Training Centre at Brentford on July 25, Mr. George Darling, Minister of State, Board of Trade, said:

'Successful exporters not only market good-quality products at competitive prices, but, in doing so, take all the necessary steps to establish good relations with their overseas customers. The British are notorious for their supposed insularity and ignorance of foreign languages or at least for their reticence about speaking them even when they have been taught. I am not sure how fair these allegations are. But I have no doubt whatsoever that overseas buyers quite naturally appreciate the courtesy of being able to use their own language, and, if this helps to keep the wheels of business turning, I am all for it.

'Nowadays when trade and commerce, business and industry have become more international than ever before, it is an additional advantage for a company's staff, and not only in their export department, to be able to read and understand and speak foreign languages tolerably well. A precise and expert translation is by no means always necessary.

'I sincerely hope that other exporters will pause to consider the fact that an exporter as successful as Beecham's attaches sufficient importance to language training to install its own facilities. Certainly not every firm could afford to do this. But many courses in many languages are provided by local education authorities and private bodies. I gather, too, that the facilities of this Centre will be made available to neighbouring companies. I hope, therefore, that firms with foreign language needs will pursue all these opportunities and in particular will consider encouraging their staff at appropriate levels to learn these languages during working hours.'

Location of Offices Bureau

'THE RISE IN London's office population may have halted,' says Mr. E. J. Sturgess, chairman of the Location of Offices Bureau, in his introduction to the third Annual Report of the Bureau (1965-66), published last Monday, July 25, 1966. Mr. Sturgess also suggests that a closer study of the benefits from intra-regional moves as well as from inter-regional moves should be carried out.

Results over the past three years were as follows:

Year	Inquirers	Jobs represented by inquirers	Firms moved	Jobs moved
1963-64	354	36,000	7	291
1964-65	522	56,221	97	6,342
1965-66	408	43,412	145	10,486
	1,284	135,633	249	17,119

In addition, 69 firms representing 13,132 jobs have definitely decided to move within the next two years. Thus, 318 firms representing 30,251 jobs have moved or decided to move.

Note:

The Location of Offices Bureau is a Commission, established by Order in Council at the request of Parliament and appointed by the Minister of Housing and Local Government. Its purpose is to encourage the decentralization of office employment from congested areas in central London. It promotes research and publicity and provides a free and impartial information service. It was set up in April 1963 and launched its campaign on October 1, 1963.

Glasgow Industrial Estate expansion

FOUR COMPANIES including an American engineering concern are taking factories and warehouses totalling more than 40,000 sq. ft. on the 55-acre Balmore Industrial Estate at Possil on the northern outskirts of Glasgow. The Scottish Division of Ronald Lyon (Estates) Co. Ltd., who announced this recently, said that negotiations were currently taking place with a further 11 firms whose total requirements amounted to almost 200,000 sq. ft. The company, said to be one of the largest developers of industrial sites in Europe, intend to build approximately 500,000 sq. ft. of factory/warehouse/office accommodation at Balmore during the next three years.

British Overseas Commercial Representatives' visits during August to October 1966

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during August to October 1966.

IRAN				
(Tehran)	S. M. Black	First Secretary (Commercial)	October/November	In present post since 1964.
NIGERIA				
(Lagos)	E. Bennett	Second Secretary (Commercial)	October/November	In present post since 1965.
(Lagos)	B. W. A. Miller	Third Secretary (Commercial)	August/September	In present post since 1965.
PERSIAN GULF				
(Bahrain)	J. H. Turner	Second Secretary (Commercial)	October	In present post since 1965.
SOUTH AFRICA				
(Pretoria)	W. H. Harper	Second Secretary (Commercial)	September/October	In present post since 1964.
(Johannesburg)	D. J. Skinner	Vice-Consul (Commercial)	October	In present post since 1964.
TRINIDAD				
(Port of Spain)	J. H. Walsh	First Secretary (Commercial)	October/November	In present post since 1963.
VENEZUELA				
(Caracas)	R. Farrar	First Secretary (Commercial)	October	In present post since 1964.

British Firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered, and the appropriate Office for Northern Ireland, were listed at page viii of the *Board of Trade Journal* of June 24, 1966). Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London, should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, are in close touch with all overseas representatives and would be glad to advise British firms on matters relating to their export trade. Regional Officers of the Board of Trade, or, in Northern Ireland, The Ministry of Commerce, Belfast, are also available for consultation on export matters.

Anglo-German Economic Committee meeting

THE TWENTY-SECOND meeting of the Anglo-German Economic Committee took place in Edinburgh on July 20, 21 and 22. The German delegation was led by Dr. G. Harkort, head of the Trade and Development Department of the Federal Ministry of Foreign Affairs, and included senior representatives of various Federal Ministries and of the German Federal Bank. The British delegation was led by Sir Con O'Neill, Deputy Under-Secretary of State at the Foreign Office, and included senior officials of other Government Departments and the Bank of England. The meeting took place in its customary friendly atmosphere.

The delegations discussed the economic and financial position of their two countries, including the measures recently taken by Her Majesty's Government to improve the economic and balance of payments position of the United Kingdom.

The Committee also discussed the progress of Anglo-German trade during the past six months and the prospect for its further development. They noted with satisfaction the considerable recent increase in the trade in both directions. There was also discussion of the Kennedy Round negotiations in GATT, recent developments within the European Economic Community and the European Free Trade Association and of the question of relations between the United Kingdom and the Community. The Committee again provided a valuable forum for the exchange of news and experiences on economic questions of common interest.

The next meeting of the Committee will take place in Germany in February 1967.

British Travel Association's hotel TV network

WELCOME TELEVISION – a new television service designed specially for visitors to London was opened by Mr. Douglas Jay, President of the Board of Trade on Monday, July 25.

The opening of the service follows the granting of a GPO licence to the British Travel Association, Britain's Official tourist organization. 'Welcome Television' will be on the air three times a day, seven days a week, with news, feature programmes and films of interest to tourists. It will also carry advertisements for tourists goods and services. Initially, the new service will cover a network of nine major hotels in central London and will later be extended to cover other leading London hotels.

Machine tool exports committee

THE Machine Tool Exports Committee held its first meeting on July 21, 1966. This Committee has been set up by the Minister of Technology and will be responsible for examining and seeking solutions to individual problems arising in the export of machine tools. Membership includes representatives from the industry, trades unions and government organizations under the chairmanship of Mr. R. H. W. Bullock.

New designation for BNEC area bodies

THE BRITISH National Export Council has decided that in order clearly to establish the relationship between BNEC and the area bodies in the public mind the following designations should in future be used:

> BNEC Export Council for Europe, BNEC Committee for Middle East Trade, BNEC United States of America, BNEC Canada, BNEC Caribbean, BNEC Latin America, BNEC Africa, BNEC Southern Africa, BNEC Israel, BNEC Asia, BNEC Australia, BNEC New Zealand.

BNEC is the parent organization providing finance and central services such as publicity, research and statistics, administration and the operation of inward and outward trade missions, consumer goods and components studies, etc., which are drawn on by the secretaries of the area bodies who are the operational arms for their respective regions.

THANKS TO 'EXPORT INTELLIGENCE'

Mr. J. A. Byerley, the general manager of Marcos Cars Ltd., of Bradford-on-Avon, Wilts, writes to the Editor:

'Some 18 months or so ago we took advantage of the services offered by the Board of Trade and contacted the local West of England office, who sent along a representative who took over our various export queries. Previous to the visit of the representative our relatively small organization had considered exporting its products but had not taken any practical steps forward.

'Due to the very generous help given by the Board of Trade representatives and the Central Office of Information, we have been able to publicize our products abroad to such an extent that we are now exporting 45 per cent of our annual production. From 0-45 per cent in a matter of 18 months is, we feel, a splendid recommendation for other small firms in the United Kingdom to contact the Board of Trade for assistance in establishing an initial overseas market.

'We in particular would like to record our thanks to the local Board of Trade representative and to all the overseas commercial officers to whom we have been introduced.'

'British Technology' on stamps

THE SERIES OF stamps featuring British technology will have scenes depicting Jodrell Bank radio-telescope, British motor engineering, a hovercraft, and an advanced gas-cooled nuclear reactor. The issue date will now be September 19 and not September 12 as previously announced.

In giving this information in a written answer in Parliament on July 22, Mr. Edward Short, the Postmaster-General, added that the Battle of Hastings commemorative issue on October 14 will consist of a strip of six designs for the 4d. denomination, a 6d. stamp and a treble-sized 1s. 3d. stamp. All the stamps will depict scenes from the Bayeux Tapestry.

Application for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties, who wish to make representations, should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by August 12.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.39	Nickel nitrate . .	Nickel nitrate crystals .	December 31, 1966	6893
29.27	Verapamil hydrochloride	Isoptin hydrochloride .	December 31, 1966	6883

Committee of Enquiry into the Relationship of the Pharmaceutical Industry with the National Health Service

(Lord Sainsbury's Committee)

Closing date for the receipt of evidence

In June 1965 the Committee announced that they would be pleased to receive written evidence from individuals and organizations interested in their enquiry.

The Committee have now decided to make August 31, 1966, the closing date for the receipt of written evidence and persons and organizations still proposing to submit evidence are requested to send it to the Secretary of the Committee, Room 218, 14 Russell Square, London, W.C.1, by that date.

The Chief Engineer, Madras Port Trust, Madras-1, invites sealed tender for the following:—

Tender No: M3/16893/65/E

For the supply of:

Diesel Twin screw Trailing side suction Hopper Dredge Qty. No. 1

Length OA (approx.) 86.0 Metres.
Beam MLD (approx.) 14.0 Metres.
Draughtnet Max. (approx.) 4.55 Metres.

Tender documents relating to the above inquiry can only be obtained from the office of the Chief Engineer, Madras Port Trust, Madras-1, India, and NOT FROM THIS OFFICE on payment of £3 12s. 0d. per Tender.

Tenders are to be returned direct to the Chief Engineer, Madras Port Trust, Madras-1, India, so as to reach him by September 27, 1966.

Remittance towards the cost of document is unrefundable.

Earnest Money for this Tender is £950 0s. 0d.

A Specimen copy of this inquiry can be seen at the Engineering Branch, India Supply Mission, Government Building, Bromyard Avenue, Acton, London, W.3, under the Reference No. S.3234/66/E NG.5.

Application for drawback of duty on shock, etc. devices imported for export

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on airmounts, i.e. shock, sound and vibration damping devices consisting of bellows of synthetic rubber based on nylon fabric anchored at each end to a steel bead wire, imported for export after incorporation in machinery.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than August 19, 1966.

Children's Wear purchase tax exemption

FOLLOWING CONSULTATIONS with the national trade associations concerned, the Commissioners of Customs and Excise have decided to replace items G7(a)(i) and G7(a) (ii) of the Schedule to Notice No. 78A by the following:

Garment	Measurement of garment	Method of measurement
G7(a) Overalls, full frock-length type, with back fastening or double-fronted wrap-over and having full-length sleeves with wrist fastenings.	not to exceed 40in. length.	Full-length from centre of shoulder at back to hem.

This change has immediate effect.

Inspectors for Jacqueline Securities Ltd.

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165 (b) of the Companies Act, 1948, have appointed Mr. J. C. G. Burge, QC, of Queen Elizabeth Buildings, Temple, E.C., and Mr. S. P. Wilkins, CA, of 128 Queen Victoria Street, E.C.4, to act as Inspectors to investigate the affairs of Jacqueline Securities Ltd.

BOOSEY & HAWKES LIMITED

Music Publishers and Musical Instrument Manufacturers

Extracts from Accounts to December 31, 1965

	1965	1964
GROUP NET PROFIT ...	£417,866	£414,378
TAXATION	£148,527	£213,953
DIVIDENDS	£124,102	£92,453
RETAINED	£145,020	£107,720

In spite of many problems during 1965, profits have been maintained. A Final Dividend of 12½ per cent is recommended making the 20 per cent total distribution for the year equal to the previous year. As far as can be ascertained profits and dividends for the current year should be similar.

Sales and fees from music publishing activities showed continued progress, reflecting the Company's position as a leading publisher in the international musical world. Contracts with new composers at home and abroad have been concluded to keep the Company abreast of future artistic developments.

Home market instrument sales increased satisfactorily. This trend is expected to continue, together with an increase in sales to the U.S.A. Sales elsewhere overseas have continued to expand.

It is the Company's policy to give maximum support to the expanding educational market—both music and instrument.

The collaboration with the Hammond Organ Co., Chicago, is continuing to show satisfactory results and is being extended to new export fields.

The results again illustrate the fact that the Group is not dependent on any particular market or section of the world of music.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry

THURSDAY, JULY 14

Clothing Industry Development Council

Asked if he would make a statement on the disposal of the Clothing Industry Development Council (Dissolution) Deposit Accounts funds, the President said: 'The residue of the Account – £4,819 3s. 2d. – has been granted to the Clothing Export Council to meet the capital and other expenditure in establishing the necessary facilities to enable it to carry out its objects in connection with the promotion of exports by the clothing industry'.

Production of manufactured goods

Asked what steps he was taking to foster the production of those manufactured goods which were currently being imported on a substantial scale; and if he was satisfied with the progress to date, Mr. George Darling, said that a wide range of measures were being pursued, through the medium of the Economic Development Committees and in other ways, to encourage such production and generally to improve the competitiveness of British industry.

Commonwealth trade and EEC

Asked whether he had discussed with the New Zealand Minister of Overseas Trade the current soundings being made by Her Majesty's Government with a view to a British application to join the European Economic Community, the President said: 'This was not on the agenda of the bilateral talks I had with Mr. Marshall. The subject was discussed at the meeting of Commonwealth Trade Ministers which Mr. Marshall attended'.

Geddes Committee on Shipbuilding

Asked what progress he had made in implementing the recommendations of the Geddes Committee's inquiry into the British shipbuilding industry; and to what extent HM Government has decided to implement these recommendations, Mr. Roy Mason answered that the President hoped to make a statement before the Recess.

Asked what was his estimate of the loss of invisible earnings from British shipping, in balance of payments terms, as the result of the seamen's strike; and to what extent he estimated that these earnings had been merely deferred, or permanently lost to foreign operators, the President said no reliable estimate could be made, but the eventual net loss might not be more than some £25 million.

Infringement against GATT

Asked how many infringements against the provisions of the General Agreement on Tariffs and Trade committed by foreign signatories to the detriment of British interests had come to the notice of the Board of Trade since January 1, 1952; what representations had been made by the British Government; and if he would make a statement regarding the policy of the Government in respect of retaliatory action, Mr. Roy Mason said that since January, 1952 the British Government of the day, acting alone or in association with other governments, had made use of the consultation procedure laid down in the GATT for the settlement of disputes in some 16 cases. In other cases in which action damaging to our trade had been taken by overseas governments, representations had been made through diplomatic channels, drawing attention to our GATT rights where these were relevant.

HM Government fully supported the principle of the GATT that Contracting Parties should seek to settle their disputes by consultation and conciliation and should be authorized to take retaliatory action only in serious cases.

Exports to Canada

Asked what improvement in the volume of exports to Canada had taken place this year; and to what extent this had been assisted by the talks in London in January with a service official of the National Revenue Department, the President replied that the value of exports to Canada in the first five months of this year was 22 per cent higher than in the same period of last year. He doubted if there had yet been time for the valuation concessions to British exporters resulting from the 1965 amendment to the Canadian Customs Act to be reflected in the export figures.

Development areas

Asked what had been the total Government contribution to projects in development areas since January 1965; how much employment had thereby been created; and what was the total state outlay per head of those found employment, the President replied that the total assistance offered by the Board of Trade under the Local Employment Acts to projects in development districts between January 1, 1965 and May 31, 1966 was £58.5 million. It is estimated that 117,500 jobs will result – a cost per head of £498.

WEDNESDAY, JULY 20

Turnhouse Airport

Asked if he was aware that a new factory of European International which was to have been sited near Edinburgh would now almost certainly have to be in England because of the lack of efficient services, among which were included a second runway, at Turnhouse Airport; and what action he proposed to take to remedy this, Mr. Roy Mason answered: 'I have seen a report in the Press that this firm has decided to move from Edinburgh because the airport is said to be unreliable. I do not accept the suggestion that the facilities at Turnhouse are inadequate. Only 0·7 per cent of all scheduled flights there last year were cancelled or diverted because of cross-winds, and the provision of a new runway would, therefore, have very little effect at present on regularity.

THURSDAY, JULY 21

Loss of contract in Syria

In reply to a question about the circumstances in which British contractors lost a contract in Syria, Mr. Roy Mason, the Minister of State, said, 'I understand that negotiations for this contract have been terminated because of failure of the parties to agree on the scope of the work to be done and the price, and that the Syrian authorities have now awarded a contract to an Italian group at a lower price. The Board of Trade and HM Ambassador in Damascus gave all the help they could to the British Consortium'.

Support for nuclear exports

The President of the Board of Trade was asked what support he would give to the British Nuclear Export Executive to ensure that the advanced gas-cooled reactor, and other British designed nuclear power systems are able to face overseas competition; and what backing he would give to industry in publicising and promoting abroad Great Britain's achievements in installed nuclear power capacity, with a view to realizing essential exports. Mr. George Darling, Minister of State, replied that the Board of Trade and other departments concerned gave to the British Nuclear Export Executive and to the nuclear power consortia all available information about export opportunities, and assisted the industry in various other ways to publicize its export effort through overseas trade promotions. For example, the Board had given substantial support to the British nuclear equipment manufacturers taking part in the International Nuclear Industries Fair at Basle in September and the Minister of State proposed to visit the Fair.

Prospectus provisions (Companies Act)

Asked if he would consult the Issuing Houses Association to see to what extent the statutory period, after which application for shares in offers for sale can be withdrawn, needs to be revised in view of the fact that the existing period is not sufficient to deal with Northern Ireland cheques; and if he would make a statement, the President replied: 'I will consult the Issuing Houses Association before proposing amendments to the prospectus provisions of the Companies Act. But it is not my intention to amend those provisions in the Companies Bill which I hope to introduce in this Session'.

Import of aircraft

The President was asked why he applied different considerations when deciding whether a freight-carrying aircraft of foreign make should be imported duty-free from those which he applied in respect of a passenger-carrying aircraft; what those different considerations were; and if he would make a statement. Mr. George Darling replied, saying that the criteria were the same in both cases: the Board had to be satisfied that no similar aircraft were procurable in the United Kingdom before they could recommend remission of duty.

FRIDAY, JULY 22

Cut in HP

Asked over what period the recent changes in hire-purchase regulations were expected to produce a cut in borrowing of £160 million, Mr. George Darling replied, 'The period of 12 months beginning July 21, 1966.'

Basis of import/export figures

In reply to a question asking what steps would he take to publish the recorded figures for both imports and exports wholly on a cost, insurance, freight basis, Mr. Roy Mason said that imports were so recorded to reflect landed costs in this country. To adopt the same basis for exports would involve great practical difficulties, be contrary to international practice and provide less useful information.

TUESDAY, JULY 26

Economic debate

At the time the *Board of Trade Journal* went to Press, it was expected that Mr. Douglas Jay, President of the Board of Trade, who was speaking in the two-day economic debate, would refer to the development loan assistance to be offered to certain hotels as mentioned in the Prime Minister's speech of July 20 (*see page* 266 *of this issue*).

New Books

Report of a Selling Mission of Garment Manufacturers to Denmark, Sweden and Norway in March 1966. (23 pages. Manchester Chamber of Commerce, P.O. Box 559, Ship Canal House, King Street, Manchester 2, 5s.). In the spring of this year a party of top sales executives representing firms in the Manchester Chamber of Commerce's Garment Manufacturers' Section visited Scandinavia to sell and to seek out the market potential for British garments, and this report is a factual outline of the progress and observations of the mission. It has been prepared to assist garment manufacturers already trading with Scandinavia and others who may be encouraged by this report to do so. After an introduction and a chapter on general impressions the report continues with information on selling methods, terms, services, and channels of distribution; followed by market information for ladies' and girls' wear, children's wear, men's tailored and casual wear and shirts, sport and leisure wear, and overalls and rainwear. Tariff information, sizing systems, and some useful addresses are included as appendices.

How to Launch a New Product, by Robert Leduc. (130 pages. Crosby Lockwood, 25s.). The intensity of competition and the rate of technical advance in modern industry are such that the continual launching of new products and brands is essential for an established firm to retain its share of the market, let alone for a new firm to break into the market. The launching of a new product in a national market is an expensive undertaking, however, and needs to be carefully planned at every stage if success is to be achieved. In this short book, which is translated from the French, the author deals systematically and concisely with every stage in the process, from the conception of the new product, through the stages of development and testing, to the complex business of marketing.

The Lothians Regional Survey and Plan, prepared for Midlothian and West Lothian Joint Planning Advisory Committee and Scottish Development Department (Volume 1, 290 pages, volume 2, 360 pages. Each volume 75s., by post 78s. 3d., from HMSO and Government bookshops). Volume 1, **Economic and Social Aspects,** has been prepared by members of the University of Glasgow, and volume 2, **Physical Planning Aspects,** was prepared by Professor Sir Robert H. Matthew and Professor P. E. A. Johnson-Marshall of the University of Edinburgh. The two teams of researchers have in a very short time produced a most detailed and comprehensive survey. They have been concerned with the area surrounding the designated new town of Livingston and have examined on the one hand the physical possibilities of the region – that is, the potential use of land, the extent to which villages and towns in the area could bear expansion, and the extent to which derelict and undermined land and older built-up districts could be rehabilitated. On the other hand they have decided how the region could be developed in the economic sense: how much industry could be introduced, what local and Government investment would be needed, what transport and communication facilities would be required, and how the population, and in particular the labour force, should be composed and how it should be distributed. (It is expected that there will be substantial overspill from both Glasgow and Edinburgh.) A concise list of fifteen principal recommendations is given in the first volume. The Survey is copiously illustrated with photographs, tables, maps and diagrams.

Foundations of an African Economy, by Ojetunji Aboyade (382 pages. Pall Mall Press, for Praeger, £5 5s.). In the literature dealing with economic problems of the underdeveloped countries there have so far been few case studies of African countries. This study of investment and growth in Nigeria has been written as a foundation for economic inquiry into the prerequisites for a rapid social transformation of the African continent. It is addressed particularly to three classes of readers – students of applied economics, economic development and African affairs, professional economists and others involved in policy advisory work and research workers interested in methodological problems confronted when working on African field data. The book begins with a brief account of the development of the Nigerian economy since 1914, and a summary review of capital formation and development theory. The methodological problems encountered in constructing a Nigerian capital formation estimate are described, and the results, showing the level and composition of investment in the years 1951 to 1958, are discussed. The Nigerian national planning effort and the institutional background of the Nigerian economy are considered, and finally the author makes proposals for a new strategy for economic planning in Nigeria. The book ends with a 76-page bibliography. It is published in the series of *Praeger Special Studies in International Economics and Development.*

Input-Output Economics, by Wassily Leontief (257 pages. Oxford University Press, 60s.). Input-output analysis is a practical extension of the classical theory of general interdependence which views the whole economy of a region, a country, or even of the entire world, as a single system and sets out to interpret all of its functions in terms of the specific measurable properties of its structure. Input-output anlysis was first introduced some 30 years ago when economic theorists rarely looked at figures and most economic statisticians disdained the very thought of a theoretical interpretation of their numbers. Since then, under the pressure of practical demands on modern society, both in the advanced countries and in the less developed nations, post-Keynesian economics has emerged as an empirical discipline based on the application of mathematical reasoning to systematically assembled quantitative data. The input-output method is now recognized as one of the principal tools of such inquiry. More than 60 countries are now engaged in the compilation of national, regional, and even metropolitan tables. In private enterprise economics, input-output analysis is being used in market analysis and for purposes of economic projections. In this volume, the pioneer economist in input-output studies reprints 11 of his most important essays. Six of the 11 are addressed to the general reader and explain the construction and demonstrate some of the uses of input-output tables. They also show how the interdependence among the different branches of production and consumption are displayed in such a table. The other five essays deal with such subjects as an analysis of the structural basis of United States foreign trade; the problem of regional and multi-regional input-output analysis; and the effects of changes in the levels of military and civilian spending on the level of output and employment in the various industries and in different regions of the United States.

International Comparisons of Real Incomes, by Wilfred Beckerman. Development Centre of the Organization for Economic Co-operation and Development. (62 pages. 9s., by post 9s. 6d., from HMSO and Government bookshops.). Comparisons of relative real incomes per head of various countries are of great interest both as an aid to understanding the phenomenon of economic growth and development, and in a practical way in the course of estimating the needs of, and allocating aid to, developing countries. In this brief report Dr. Beckerman describes the various methods of effecting comparisons that have been developed by economists hitherto; gives the outlines of a proposed new method; and indicates the directions along which further work in this field could most profitably be pursued.

Technical Reference Book on Valves for the Control of Fluids. 2nd edition. The British Valve Manufacturers' Association. (342 pages. Pergamon Press, 40s.). The rapid growth in the demand for the products of the British valve manufacturing industry has made necessary the publication, only two years after the appearance of the first edition, of a substantially revised edition of the Association's comprehensive handbook. The first part consists of 130 pages of technical data for the users of valves. This includes a glossary of valves and valve parts; guidance on valve selection; installation and maintenance; data on materials for various operating conditions; a list of the main British Standards dealing with valves and valve fittings; formulae and tables for flow rate and friction in pipes, valves and fittings; steam tables; and temperature, linear and pressure conversion tables. The second part of the book starts with a brief buyers' guide, listing the manufacturers of different types of valves, and continues with 180 pages of information on the products of individual manufacturers, with full descriptions, illustrations and specifications. A brief section on valve trade names and marks, and an index, complete the work.

Printing Reproduction Pocket Pal. (134 pages. Advertising Agency Production Association, c/o Park Advertising Ltd., 51/53 Brick Street, Piccadilly, London, W.1, 6s.). For the last 30 years the *Pocket Pal* has been widely used in the USA by people in the printing industry and also by many more upon whose work print has an important bearing. This is the first 'anglicized' version, designed for British users of print. It gives a wide range of information without delving too deeply into technical detail. Its contents include a brief history of printing and paper, a digest of the major reproduction processes, recommendations on ink and paper and their usage, a glossary of graphic art terms and a bibliography. The book is a handy, easy-to-read reference tool, and should prove helpful to those in the printing, publishing and advertising industries.

Other publications

Packaging Directory. 17th edition. Published in conjunction with *Packaging* monthly journal. 372 pages. The Tudor Press Ltd., 75 Carter Lane, London, E.C.4. 63s.

Insulation Handbook. 1966 edition. A Reference book published in association with the bi-monthly journal *Thermal Acoustic Vibration Insulation,* 250 pages. Lomax, Erskine and Co. Ltd., 8 Buckingham Street, London, W.C.2. 10s. 6d.

Lloyd's Maritime Atlas. 6th edition. The Corporation of Lloyd's. 42s.

Printing and Allied Trades Directory. 1966-1967. 350 pages. Benn Brothers Ltd. 60s.

Government surplus sales by auction

MINISTRY OF DEFENCE

1966	Stores	Location	Auctioneers
Aug. 9 & 10	**Private vehicles, commercial vehicles and earth moving equipment.**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).**

Private vehicles: Standard 'Ensign' and 'Vanguard' saloons; Morris 'Minor 1000' and Mini Minor saloons; 'Oxford Farina' travellers and saloons; Ford 'Consul 375' and 'Popular' saloons; Hillman 'Huskys'; 'Vanden Plas Princess' and Humber 'Pullman' limousines; Austin A55 Cambridge saloon; Humber 'New Hawk' saloon.

Commercial vehicles and earth moving equipment: Land Rover GP vehicles and pick-ups; Austin 'Champs' (approx. 200); Bedford 15 h.p. 'Utilecons,' coaches (27, 29, 31 and 36 seaters); 5- and 7-ton trucks, 3-ton signals vans, hydraulic tippers, petrol tankers (800 gallons) and refueller; Thames 3-ton trucks with winch; Commer 5-ton hydraulic tippers with winch; A.E.C. 'Matador' tractors (diesel); Scammell breakdown trucks with 2½-ton crane; Albion 10-ton workshop vans; 16 twin-wheeled transport trailers (50 tons); A.E.C. 'Regent' mobile radiography unit (diesel); Austin ambulances, 1-ton trucks and signals vans; Commer 1-ton signals van and 12 seater coach; Morris water tankers (200 gallons); Scammell mechanical horses (3 and 6 ton) and 2-wheeled drop-side trailers.

1966	Stores	Location	Auctioneers
Aug. 23 & 24	**Machine tools, clothing and textiles, miscellaneous stores.**	**Royal Ordnance Factory, Royal Arsenal, Woolwich.**	**Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. Royal 4861).**

Machine tools: Wolf and Black & Decker drilling machines and electric drills; Buck & Hickman electric drills and hand press; Desoutter 'Mighty Atom' drills; Wolf electric hand grinders ½ in. and ⅜ in. spindle; Armstrong Whitworth pneumatic hammers and pneumatic rotary head cutter 7 in. wheel; Sweeney & Blocksidge and Edwards fly presses; binding, grinding, gas cutting and profile machines ; buffing and polishing machines; Jackson centreless polishing machines; Wickstead circular saw 24 in.; impact testing machine; Budenburg gauge testing machine; cylinder boring machines; various lathes.

Clothing and textiles: Greatcoats; raincoats; B.D. trousers and blouses; khaki drill trousers; boots and shoes; shirts; vests; protective clothing; mats; rugs; carpets; curtains; webbing; kitbags; blankets; mattresses; pillows and pillow cases; bedspreads; sheets; towels various; table cloths; mixed rags; old hessian, canvas, rubber, etc.

Miscellaneous stores: Spares for Stothert & Pitt 3-6 ton diesel electric cranes; 51 tons of engine and generator spares for Lancashire Dynamo/National Gas, Metropolitan Vickers/Bellis Morcom, Crossley Bros., Mirlees Bickerton & Day, Petters and English Electric generating sets; gravity rollers and stands; 4-wheeled searchlight trailer; rocket transporters; kerbside gasoline pump; Meteor engine and gearbox; excavator truck (½ cu. yd); trailer fire pumps and fire equipment; bicycles and spares; hand mowing machines; M.T. spares; ball races and bearings; batteries; electrical equipment; radio and radar spares; tool kits; engineering tools; lifting jacks; wooden packing cases; photographic equipment; telephone and wireless accessories; 8,000 ft. welding metals; compasses; binoculars; telescopes; electric cable; water containers; tables various; chests of drawers; bureaux; sideboards; beds; settees; bedside lockers; kitchenware and glassware, etc.

1966	Stores	Location	Auctioneers
Sept. 8	**Miscellaneous stores, including:**	**Western Command, Ordnance Depot, Hereford.**	**Russell, Baldwin & Bright (Dept. L), 20-21 King Street, Hereford. (Tel. Hereford 4366).**

Generators; electric ovens; fire extinguishers; electronic valves; wireless reception sets; electric cable; motor transport spares; clothing and textiles; and a large assortment of general stores.

1966	Stores	Location	Auctioneers
Sept. 14 (note new date)	**Vehicles, clothing and textiles, miscellaneous stores.**	**Ordnance Depots in Northern Ireland**	**Osborne King & Megran (Dept. L), 14 Montgomery Street, Belfast, 1. (Tel. Belfast 20233).**

Vehicles: Humber 'Hawke' saloon; Vanguard 'Ensign' saloon; Ford 'Zephyr' saloon; Austin 'Champs'; Rover Mk 8 trucks; Morris 1-ton trucks; Ford 3-ton cargo trucks; Bedford 3-ton trucks; Commer 3-ton trucks; Ford machine shop 3-ton truck; A.E.C. 10-ton 'Matador' tractors; Rover 5 cwt. trucks; Fordson 'Major' mechanical shovel; B.S.A. 500 cc motor cycles.

Clothing and textiles: Greatcoats; jersey pullovers; shorts; shirts; khaki drill trousers; bush jackets; blouses, ankle boots; shoes; carpets; rugs; curtains; blankets; haversacks; packs; webbing, etc.; scrap canvas, jute, rubber, 14 tons mixed rags.

Miscellaneous stores: Heavy duty cooking ranges; 2,000 jerricans; batteries; wireless sets and equipment; tool kits; welding plant; drilling machines; cutting and welding plants; smith's hearth forge; motor transport spares; electrical equipment; chairs; tables; dressing chests; wardrobes; kitchenware; scrap aluminium; brass and a large assortment of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

Three Herald aircraft: Three Herald aircraft at present leased to and in service with British European Airways are expected to become available for sale in November, 1966.

Applications for Tender Forms should be sent to Ministry of Defence (AD), Sales 4c ii, Room 424, First Avenue House, High Holborn, London, W.C.1.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following patents were endorsed 'Licences of Right' on the dates specified:

NUMBER	GRANTEES	SUBJECT-MATTER
	June 7, 1966	
958,721	Canada Packers Ltd.	Preparation of smoked sausage products.
997,039	Chinoin Gyogyszer es Vegyeszeti Termekek Gyara R.T.	New polypeptide compounds.
1,004,582	Chinoin Gyogyszer es Vegyeszeti Termekek Gyara R.T.	Chloroaromatic sulphonamides.
1,008,649	Chinoin Gyogyszer es Vegyeszeti Termekek Gyara R.T.	New 4,5-dihydro-imidazole derivatives.
	June 13, 1966	
779,565	Ethyl Corporation	Chlorination process.
904,544	Ethyl Corporation	Production of sodium.
926,981	Philco Corporation	Image reproduction systems.
	June 15, 1966	
919,830	Aktiebolaget Leo	Esters of cortical steroid hormones.
927,827	Institut de Recherches de la Siderurgie Francaise.	Apparatus for intermixing flowing molten metal and additives introduced thereinto.
950,165	Kali-Chemie A.G.	Production of nordstrandite.
1,016,449	Nobrac Carbon Ltd.	Production of carbon and graphite.
	June 20, 1966	
835,036	Philco Corporation	Computer circuits.
876,605	Philco Corporation	Cutting of materials.
899,268	Philco Corporation	Cathode ray tube apparatus
900,109	La Manufacture de Feutres de Mouzon (Anciens Etablissements Roger Sommer et Ses Fils).	Improved textile products.
932,160	Philco Corporation	Signal amplifiers.
960,387	Philco Corporation	Semiconductor multistable state circuits.
984,476	S.A. 'PRONAL'	Container having a flexible wall.
988,908	Coppel, Georges	Clamping device for tubes, etc.
999,484	Glaverbel	Furnaces for working materials such as glass.
1,002,267	Philco Corporation	Electric signal-translating devices.
1,012,232	Gevaert Photo-Producten N.V.	Polythiocarbonates.
	June 22, 1966	
833,596	General Aniline & Film Corp.	Photographic silver halide emulsion.
905,446	Shaughnessy, T. W.	Utilizing wave energy.
921,248	Societe Civile de Recherches et d'Applications Scientifiques.	Mercapto succinates.
	June 29, 1966	
834,693	Gevaert Photo-Producten N.V.	Film spools.
935,588	Frydman, Emanuel	Device for making electrical connections by wire wrapping.
1,016,864	Vockenhuber, Karl	Photographic, etc., camera.
	July 1, 1966	
798,043	The Mosaic Tile Co.	Electrically conductive ceramic floor-tile units.
954,332	Compagnie des Transmissions Mecaniques Seine-Doubs-Isere.	Toothed wheel.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
The Patent Office. *Comptroller.*

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index .	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m. .	20,085	—	16,100	15,373	15,373	9,140	3,478	922	688	591	1,205				
1961 . .	113	114	121	116	111	100	130	130	138	138	123	+319	+230	+36	+29
1962 . .	114	115	127	123	114	100	129	119	134	142	125	+ 76	+ 33	+22	+14
1963 . .	118	119	135	130	119	103	132	108	144	145	132	+177	+ 89	+29	+55
1964 . .	124	128	144	139	123	106	153	121	170	184	151	+513	+332	+72	+47
1965 . .	127	132	152	147	125	108	159	132	168	189	157	+311	+199	+19	+57
1964															
3rd quarter .	124	128	146	139	123	106	155	121	179	184	153	+137	+ 77	+19	+17
4th quarter .	126	130	147	143	125	107	159	128	177	189	156	+108	+ 50	+30	+15
1965															
1st quarter .	128	132	150	146	127	108	160	138	168	191	158	+ 61	+ 49	—10	+12
2nd quarter .	126	131	151	145	123	107	158	127	172	184	159	+ 95	+ 83	— 5	+ 7
3rd quarter .	127	132	153	148	124	108	156	131	160	187	155	+117	+ 71	+21	+20
4th quarter .	129	133	155	151	126	109	161	130	170	195	157	+ 38	— 4	+13	+18
1966															
1st quarter .		134				110		137	165				+ 58	N/C	+17
1965															
December .		134				109									
1966															
January .		134				110									
February .		133				109									
March . .		135				110									
April . .		134*				110									
May . .		133*				111									

	ORDERS		PRICES AND COSTS					LABOUR				IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults					
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average (seasonally adjusted)	Mid-month or monthly average†	Change from previous period†	Normal seasonal change			
	at 1958 prices											at current prices		
Base of index .	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	series shown in thousands				1958	1958	series shown in £ million
Value in base year, £m. .	..	..	—		—	—	—					3,836	3,250	
1961 . .	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	+ 1	..	119	117	— 14
1962 . .	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	—64	..	121	120	+ 93
1963 . .	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	— 5	..	130	130	+105
1964 . .	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	+77	..	148	136	—406
1965 . .	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	+44	..	150	145	—136
1964														
3rd quarter .	154	113	126·5	+4·3	108·6	125·0	149·4	359	242	+12	+ 6	148	134	—124
4th quarter .	162	124	127·6	+4·5	109·9	126·3	150·9	330	228	—14	—34	149	139	—103
1965														
1st quarter .	167	121	128·8	+4·5	109·7	128·3	153·8	306	233	+ 5	— 5	143	141	— 18
2nd quarter .	166	127	132·0	+5·2	111·0	129·1	156·2	304	288	+55	+33	152	141	— 70
3rd quarter .	165	117	132·6	+4·8	110·5	129·9	159·9	321	284	— 4	+ 6	153	147	— 56
4th quarter .	165	121	133·5	+4·6	111·5	130·5	161·9	305	255	—29	—34	153	151	+ 8
1966														
1st quarter .	164	122*	134·4	+4·3	113·7	131·4	165·9	279	260	+ 5	— 5	159	153	— 39
2nd quarter .			137·0	+3·8	116·9*	132·7*	168·1	282	295	+35	+33	155*	146*	
1965														
December .	165	121	134·1	+4·5	111·9	130·7	162·6	304	246	— 7	—11	153	155	..
1966														
January .	165	122*	134·3	+4·4	113·0	130·9	165·0	285	245	— 1	— 1	158	146	..
February .	165	121*	134·4	+4·5	114·1	131·3	165·4	277	260	+15	+ 6	159	159	..
March . .	164	122*	134·7	+4·3	113·9	131·9	167·2	274	274	+14	+10	158	153	..
April . .	164*	123*	136·3	+3·6	116·2*	132·6*	167·8	279	289	+15	+14	157	153	
May . .	163*	127*	137·2	+3·9	117·1*	132·8*	167·8	277	296	+ 7	+ 9	163	155	
June . .			137·6	+3·9	117·3*	132·8*	168·7	290	300	+ 4	+13	146*	128*	
July . .								305*	296*	— 4*	+ 3			

* Provisional. † Not seasonally adjusted.

Overseas royalty transactions in 1964

THE UNITED KINGDOM balance of payments benefited by over £8 million during 1964 as a result of overseas transactions relating to royalties, licences, patents, manufacturing rights or any similar arrangements. This estimate is the principal finding of the first annual inquiry by the Board of Trade into these transactions. A substantial deficit with the United States was out-weighed by a favourable balance with most other countries.

OVERSEAS TRADE FIGURES FOR FIRST HALF OF 1966

The United Kingdom overseas trade figures for the first half of 1966 will be published in next week's issue.

The Board would like to acknowledge the help of the firms who co-operated by supplying the figures called for in this inquiry.

Royalty transactions were recorded by some 1,000 of the 5,000 firms who made returns of their overseas transactions.

The inquiry was a voluntary one and completed returns have not been received from all the companies approached. Nor was the list of firms approached absolutely complete. Every effort was made, however, to obtain some indication of the order of magnitude of transactions by these non-respondent firms who were believed to be important in the context of the inquiry, and the figures in Table 1 include an allowance for non-response. Coverage achieved was of the order of 80 per cent, rather more in respect of payments to overseas and rather less in respect of receipts from overseas. But the totals estimated are not precise, and though they are published to the nearest £100,000 this should not be taken to mean that they can be regarded as accurate to that degree.

Purpose of the Inquiry

The primary object of the inquiry was to measure the effect of royalty transactions on the United Kingdom's balance of payments, where they are included under 'Other Services' in the current account. In the past no complete measure of royalty payments and receipts has been available, though payments to the Non-Sterling Area were known through Exchange Control and royalties paid between related companies were covered (though not separately distinguished) by the inquiry into overseas direct investment.

Besides its use for balance of payments purposes, the information provided by the inquiry is relevant to the consideration of technological progress and development. The Department of Scientific and Industrial Research Committee on Engineering Design (The Feilden Committee), in its report dated June 1963, considered that the lack of any information on which to base an estimate of the United Kingdom's overseas balance in licences and 'know-how' represented an important deficiency in essential economic information. The Committee went on to state that knowledge of the position would assist those whose business it was to frame policy for investment in research and development and would provide additonal incentive to those capable of contributing to increased 'exports' in this field. They therefore recommended that the Board of Trade should consider the possibility of collecting and publishing information on income and expenditure incurred under licence arrangements between British and foreign companies.

Scope of the Inquiry

In this article and tables the term 'royalties' has been used to include, inter alia, payments for copyrights, patents, designs, licences and manufacturing rights, the right to use processes and formulae, trade-marks and technical 'know-how'. Also included are royalties, etc. on printed matter, sound recordings or performing rights, and mineral royalties, which were separately distinguished.

The statistics relate to the 'United Kingdom' which is defined as Great Britain, Northern Ireland, the Isle of Man and the Channel Islands.

No approach was made to government departments, public corporations, oil companies or to most small firms. Also excluded from the statistics are transactions relating to film and television rights (which are the subject of a separate inquiry).

Charges for royalties etc. are sometimes incorporated in the contract price of capital goods, and cannot be separately distinguished; this element too is omitted from the statistics. It is probably most important in respect of large contracts made by individual firms or consortia for the erection of complete plants, where the knowledge of how to operate them is an integral part of the deal. Supplementary inquiries suggest that the earnings of this kind not brought into account probably amounted in 1964 to at least £3 million.

Summary of Results

Table 1, which includes an allowance for non-response, shows that receipts during 1964, at £58.9 million, exceeded payments by £8.6 million. More than half of this favourable balance was accounted for by royalty transactions relating to printed matter, sound recordings and performing rights.

More than half the total United Kingdom payments to overseas concerns was made by United Kingdom branches, subsidiaries or associates to their overseas associate or parent companies. Rather more than one-third of United Kingdom receipts were payments by overseas branches and subsidiaries to United Kingdom businesses. The values put on these transactions between related companies

Robert Hough

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may be affected by the practice of individual companies, for example, by the way in which research and development costs are shared.

Area Analysis

In the detailed tables it was not possible to make allowance for non-response, and these tables give totals of the figures returned by those firms who responded to the inquiry.

Table 2 contains an area analysis of royalty payments and receipts. In general royalty transactions take place mainly between industrialized countries and only one-seventh of receipts by United Kingdom businesses were from developing countries. Receipts from the Non-Sterling Area were mainly from Western Europe and the United States of America, though receipts from Japan were also significant. Virtually all payments to overseas by United Kingdom businesses were made to the United States or Western Europe, the United States accounting for more than two-thirds of the world total. Among important countries in this context, the United Kingdom showed a deficit only with the United States, France and Switzerland. Payments by United Kingdom subsidiaries, associates and parents to related concerns in the United States, at some £16 million, were substantially in excess of receipts from the United States, and were among the largest elements in United Kingdom payments.

Industrial Analysis

Table 3 sets out the industrial distribution of United Kingdom concerns paying or receiving royalties. On the basis of returns received, the following industrial groups were net receivers of royalties: food, drink and tobacco; chemicals; electrical engineering; textiles, clothing and footwear. The mechanical engineering industry was a substantial net payer of royalties to overseas. The chemical and allied industries with royalty earnings of over £12 million accounted for more than one quarter of total receipts. Receipts by the electrical engineering industry, also substantial,

Table 1. Estimates for all businesses (excluding oil companies)

£ million

Royalties (a)	Transactions with overseas branches, subsidiaries, associates and parents			Transactions with other overseas concerns			Transactions with all overseas concerns		
	Receipts (b)	Expenditure (c)	Balance (d)	Receipts (b)	Expenditure (c)	Balance (d)	Receipts (b)	Expenditure (c)	Balance (d)
On printed matter, sound recordings, or performing rights	4·9	2·8	+2·1	9·0	6·0	+ 3·0	13·9	8·8	+5·1
Mineral royalties	1·0	0·3	+0·7	—	0·1	— 0·1	1·0	0·4	+0·6
Technological royalties (e)	14·5	23·5	—9·0	29·5	17·6	+11·9	44·0	41·1	+2·9
Total	20·4	26·6	—6·2	38·5	23·7	+14·8	58·9	50·3	+8·6

Notes:

(a) Transactions covering royalties, licences to use patents, trade marks, designs, copyrights, etc., manufacturing rights and use of technical 'know-how'.
(b) Amounts debited to overseas.
(c) Amounts credited to overseas.
(d) + indicates United Kingdom credits; — indicates United Kingdom debits.
(e) Royalties, etc. other than royalties on on printed matter, sound recordings or performing rights and mineral royalties.

Table 2. Area analysis of royalty transactions
SUMMARY OF RETURNS RECEIVED

£ million

Area or country	Transactions with overseas branches, subsidiaries associates and parents		Transactions with other overseas concerns		Transactions with all overseas concerns	
	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure
North and South America	5·8	16·3	7·2	13·2	13·0	29·5
Of which:						
United States of America	3·5	16·2	6·3	13·0	9·8	29·2
Canada	1·0	..	0·4	..	1·4	0·2
Western Europe	4·0	6·0	10·6	5·1	14·6	11·1
Of which:						
EFTA	0·9	2·8	1·1	1·4	2·0	4·2
Of which:						
Sweden	0·3	0·1	0·3	0·2	0·6	0·3
Switzerland	0·1	2·4	0·2	0·6	0·3	3·0
EEC	2·6	3·1	8·3	3·7	10·9	6·8
Of which:						
France	0·7	2·2	2·2	2·0	2·9	4·2
Italy	0·4	..	1·2	0·3	1·6	..
Western Germany	1·0	0·4	3·9	0·8	4·9	1·2
Spain	0·4	—	1·1	—	1·5	—
Other Non-Sterling Area	0·5	—	6·8	0·1	7·3	0·1
Of which:						
Japan	0·4	—	4·4	..	4·8	..
Overseas Sterling Area	5·9	0·3	2·6	0·3	8·5	0·6
Of which:						
Australia	1·2	0·1	0·8	0·1	2·0	0·2
India	1·3	—	0·4	—	1·7	—
Irish Republic	0·4	—	0·3	—	0·7	—
Malaysia, Singapore and Hong Kong	..	—	..	—	0·9	—
New Zealand	0·4	—	0·2	—	0·6	—
South Africa	0·8	—	0·4	0·1	1·2	0·1
Total of returns received	16·2	22·6	27·2	18·8	43·4	41·4
Of which:						
Developing Countries	4·4	0·3	1·9	—	6·3	0·3
Developed Countries	11·8	22·3	23·7	18·7	35·5	41·0
Eastern Europe and USSR	—	—	1·6	0·1	1·6	0·1

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were accounted for in large part by sound recording rights, and the same was true of this industry's payments.

Analysis of Country by Industry

Table 4 presents an analysis of receipts and payments by industry within main areas and certain countries in as much detail as is practicable without disclosing the affairs of individual businesses.

The pattern is broadly similar throughout, all industries for example having a deficit with the United States. A deficit with France appears in more than one industrial group, and the same is true of the deficit with EFTA countries taken together, most of this being with Switzerland, for which however few separate figures can be shown.

Size Analysis

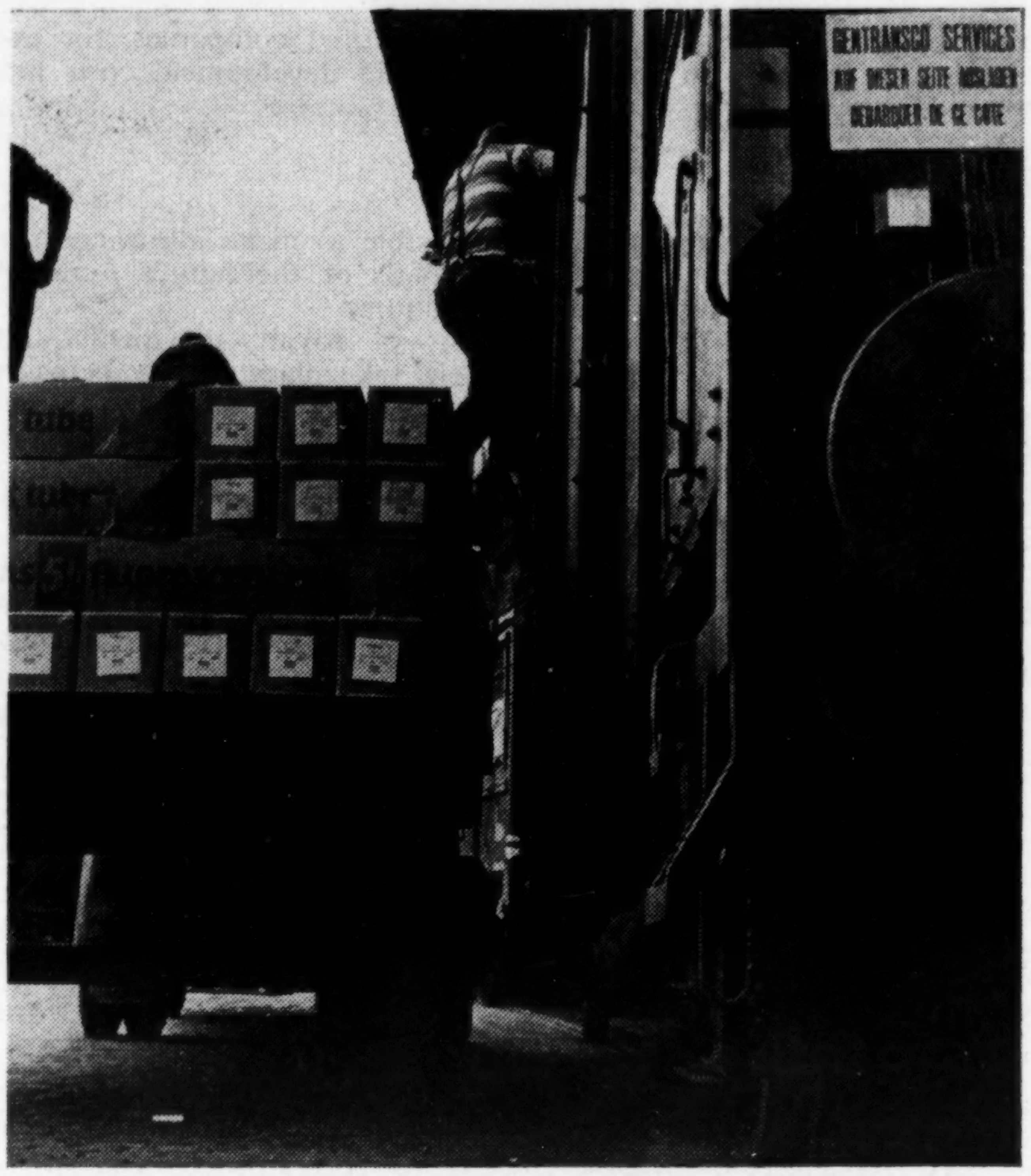
Tables 5 and 6 comprise an analysis by size of the totals returned on individual forms. Firms in the largest size group (with receipts in 1964 of over £1 million) accounted for more than one half of all royalties receivable by United Kingdom concerns from overseas during 1964. Payments by United Kingdom concerns (Table 6) were distributed more widely among the different size groups, firms in the largest size group accounting for little more than one quarter of total royalty payments.

Notes and definitions

Firms were asked to return amounts payable to, or receivable from, overseas concerns (including individuals) in respect of the right to use processes and other information (e.g. royalties, licences to use patents, trade marks, designs, copyrights, etc., or for manufacturing rights and use of technical 'know-how'). Mineral royalties and royalties, etc., on printed matter, sound recordings or performing rights were also included. The mineral royalty transactions recorded relate to overseas mineral rights, other than oil, in respect of which payments were made to or from companies registered in the United Kingdom.

Amounts reported are those payable or receivable whether on current or capital account, after deduction, where appropriate, of United Kingdom (or overseas) tax. Amounts payable to agents for charges (less discounts) for services rendered in connection with royalties and similar transactions have been included, as have agency earnings of United Kingdom concerns and lump sum settlements, but sales commissions and registration fees on patents held by United Kingdom concerns have not been included. Royalties, etc. included in the recorded value of United Kingdom imports and exports and royalties, rentals, etc. in respect of cinematograph films and television programme material have been excluded.

The inquiry covered transactions between United Kingdom and overseas concerns. These concerns could be either parent companies, branches, subsidiaries or associates of the reporting companies, or not related with them in any way, these two categories being reported separately.



Fluorescent tubes destined for Germany are loaded on to a Rail Ferry wagon at Spitalfields Goods Station, London, prior to transshipment by cross-channel rail ferry to Cologne. An average of two trucks a week leave for Germany with an approximate load of 17,000 *tubes per wagon. The service is operated by General Transport Ltd. on behalf of Atlas Lighting Limited, (International Division) and despatched to Atlas Agents for distribution in Germany. The service is also used for exports to France, Italy and Switzerland.*

Returns were classified to industry according to the main activity of the United Kingdom business.

Companies were asked to make returns for their accounting years if information was not available for calendar years.

In the tables:
– means nil or negligible, i.e. less than half the final digit shown.
.. means 'not available'.

Table 3. Industry analysis of royalty transactions

SUMMARY OF RETURNS RECEIVED

£ million

Industrial Group	Transactions with overseas branches, subsidiaries, associates and parents		Transactions with other overseas concerns		Transactions with all overseas concerns	
	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure
All manufacturing industries	15·0	20·5	22·9	15·3	37·9	35·8
Of which:						
Food, drink and tobacco	3·6	0·8	0·9	0·4	4·5	1·2
Chemicals and allied industries	3·6	4·2	8·8	3·0	12·4	7·1
Mechanical engineering	1·0	6·1	1·3	3·6	2·3	9·7
Electrical engineering	4·1	3·9	3·2	2·0	7·3	5·9
Ships, vehicles and aircraft	0·1	0·1	1·2	1·2	1·3	1·3
Textiles, clothing and footwear	0·5	0·3	2·7	0·5	3·2	0·8
Other manufacturing industries	2·1	5·1	4·8	4·6	6·9	9·7
Other activities	1·2	2·1	4·3	3·5	5·5	5·6
Total of returns received	16·2	22·6	27·2	18·8	43·4	41·4

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Table 4. Country by industry analysis

ANALYSIS OF RETURNS RECEIVED

£ million

Area or country	Technological Royalties (a)														Royalties other than technological				All royalties	
	All manufacfacturing industries		Manufacturing Industry								Other activities		All technological royalties		Mineral		Printed matter, sound recordings or performing rights			
			Chemicals		Mechanical Engineering		Electrical Engineering		Others						All industries		All industries			
	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure	Receipts	Expenditure
United States of America	5·9	23·7	2·6	4·3	0·2	7·3	0·6	3·7	2·6	8·5	0·1	0·7	6·0	24·4	—	—	3·8	4·7	9·8	29·2
EEC	8·3	5·3	3·5	2·1	0·6	1·1	0·6	0·1	3·6	2·1	—	0·3	8·3	5·6	—	0·1	2·7	1·1	10·9	6·8
Of which:																				
France	2·2	3·5	0·9	..	0·2	0·6	0·1	..	1·0	1·7	—	0·1	2·2	3·6	—	..	0·7	..	2·9	4·2
Italy	1·3	..	0·6	..	0·1	..	0·1	..	0·5	..	—	..	1·3	..	—	..	0·2	..	1·6	..
W. Germany	3·7	0·9	..	0·4	0·2	0·3	..	—	1·4	0·2	—	0·1	3·7	1·0	—	—	1·3	0·2	4·9	1·2
EFTA	1·7	2·5	0·4	0·6	0·1	1·1	0·3	0·1	0·9	0·7	0·1	0·9	1·8	3·4	—	..	0·3	..	2·0	4·2
Of which:																				
Switzerland	0·3	..	0·1	..	—	..	..	..	..	—	..	..	0·3	2·3	—	..	—	..	0·3	3·0
Australia	1·6	..	0·2	—	0·2	—	0·7	—	0·5	..	0·1	..	1·7	0·2	—	—	0·2	—	2·0	0·2
India	1·7	—	0·5	—	0·2	—	0·2	—	0·8	—	—	—	1·7	—	—	—	—	—	1·7	—
South Africa	0·9	—	0·3	—	..	—	..	—	0·3	—	0·1	—	1·0	—	—	—	0·1	0·1	1·2	0·1
Spain	1·3	—	0·3	—	0·1	—	0·1	—	0·8	—	—	—	1·3	—	..	—	..	—	1·5	—
Other countries	10·6	..	4·6	0·1	..	—	..	0·1	5·2	..	0·2	..	10·7	0·4	..	..	..	..	14·3	0·9
Total of returns received	32·0	32·0	12·4	7·1	2·1	9·5	2·8	4·0	14·7	11·5	0·6	2·1	32·5	34·0	0·8	0·3	10·1	7·1	43·4	41·4

(a) Royalties, etc., other than royalties on printed matter, sound recordings or performing rights and mineral royalties.

Table 5—Size distribution of royalty transactions – receipts from overseas

ANALYSIS OF RETURNS RECEIVED £ million

Size range of reported royalties receipts	Royalties, etc. Receipts in 1964
Less than £10,000	0·8
£10,001 – £50,000	2·9
£50,001 – £100,000	1·6
£100,001 – £250,000	4·1
£250,001 – £500,000	5·3
£500,001 – £1,000,000	4·1
Over £1,000,000	24·6
Total of returns received	43·4

Table 6—Size distribution of royalty transactions – payments to overseas

ANALYSIS OF RETURNS RECEIVED £ million

Size range of reported royalties payments	Royalties, etc. Payments in 1964
Less than £10,000	1·1
£10,001 – £50,000	4·8
£50,001 – £100,000	4·6
£100,001 – £250,000	7·1
£250,001 – £500,000	5·8
£500,001 – £1,000,000	6·2
Over £1,000,000	11·8
Total of returns received	41·4

Retail sales in Northern Ireland

STATISTICS PREPARED by the Ministry of Commerce show that the total value of retail sales in May was 7 per cent higher than the previous year, compared with increases of 12 per cent and 8 per cent in April and March respectively.

Food shops and clothing and footwear shops showed increases of 10 per cent and 1 per cent respectively on a year earlier, while household goods shops showed a decrease of 4 per cent on the previous year.

Index numbers of value of sales per week (1961 = 100) and percentage changes compared with a year earlier.

	All kinds of business		Food shops		Clothing and footwear shops		Household goods shops		Other shops	
		%		%		%		%		%
1963 Year	107	+ 4	110	+ 4	106	+ 6	107	+ 2	102	+ 2
1964 Year	114	+ 6	117	+ 7	109	+ 3	112	+ 5	111	+ 8
1965 Year	121	+ 6	125	+ 6	116	+ 6	120	+ 6	119	+ 7
1965 2nd quarter	116	+ 7	122	+ 6	112	+ 7	115	+ 8	111	+ 7
3rd quarter	120	+ 6	123	+ 5	113	+ 9	121	+ 7	120	+ 7
4th quarter	136	+ 7	131	+ 7	142	+ 7	133	+ 6	140	+ 6
1966 1st quarter	116	+ 5	129	+ 5	102	+ 5	110	+ 1	108	+ 5
1965 May	123	+ 6	124	+ 4	127	+ 7	128	+11	114	+ 7
June	118	+ 7	127	+ 7	109	+11	110	+ 5	113	+ 6
July	116	+ 8	118	+ 6	103	+ 7	119	+11	122	+ 9
August	121	+ 6	122	+ 5	115	+ 7	126	+ 3	123	+ 9
September	122	+ 6	128	+ 4	120	+11	118	+ 6	116	+ 3
October	120	+ 5	123	+ 7	118	+ 1	123	+ 7	117	+ 4
November	130	+ 7	127	+ 5	144	+11	143	+ 7	120	+ 6
December	158	+ 8	144	+ 8	167	+ 9	133	+ 5	187	+ 9
1966 January	112	+ 5	121	+ 5	95	+ 9	116	+ 5	109	+ 5
February	118	+ 1	132	+ 3	102	+ 1	119	— 6	104	Nil
March	119	+ 8	135	+ 9	107	+ 6	94	+ 2	111	+10
April	121	+12	130	+14	101	+ 2	108	Nil	126	+20
May	132	+ 7	137	+10	128	+ 1	123	— 4	129	+13

Further details may be had on application to Ministry of Commerce, Index of Retail Sales, Room 89A, Chichester House, Chichester Street, Belfast 1. (Tel. Belfast 28271, Ext. 42).

Index of retail prices, June 1966

THE MINISTRY of Labour announce that at June 21, 1966, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 117.1, compared with 116.8 at May 17. The rise in the index during the month was due to increases in the prices of a number of items, particularly meat, which were partly offset by a reduction in the average price of tomatoes.

Business Monitor: Production Series

THE FOLLOWING titles and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, P.O. Box 569, London, S.E.1:

Monthly at £1 a year, post free:
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Narrow Fabrics for March-May 1966.

DEA Progress Report

THE JULY 1966 issue of the DEA Progress Report was published on July 21. Progress Report is published monthly by the Department of Economic Affairs in two sections, an Economic Section and an Industrial and Regional Section. The articles in the current issue are as follows:

Economic Trading with the United States; Fuel and Power. *Industrial and Regional*: Efficiency in Road Construction; Agriculture; Progress in Scottish Planning.

Index of industrial production for May

THE PROVISIONAL index of Production for May 1966, prepared by the Central Statistical Office is 133 (seasonally adjusted). For the three months March to May 1966 it is provisionally estimated that production as a whole was 0.3 per cent higher than in the preceding three months, December 1965 to February 1966, and for manufacturing industries alone the increase was 0.6 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

				Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
	Total all industries	Mining and quarrying	Total manufacturing industries	Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries, etc.	General chemicals, etc.	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods, n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1961	113·9	93	114·8	110	107	116	125	122	125	114	121	86	110	105
1962	115·1	95	115·3	112	110	116	129	120	130	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	138	124	140	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	151	135	153	128	137	75	126	121
1965	132·0	92	133·8	121	114	133	158	142	160	133	144	74	130	123
Unadjusted:														
1964 4th quarter	134	99	135	123	116	136	154	141	156	134	147	75	128	124
1965 1st quarter	136	98	136	117	111	126	162	140	165	136	147	75	133	132
2nd quarter	132	93	135	123	114	139	160	147	162	134	141	74	140	127
3rd quarter	123	81	125	119	113	131	152	137	155	121	134	72	112	109
4th quarter	137	95	139	125	119	138	158	146	160	139	154	75	134	125
1966 1st quarter	138	89	140	120	116	128	167	146	170	142	156	73	140	128
1966 Mar.	142	95	147	126	118	141	173	153	176	152	169	72	152	125
Apr. (prov.)	132	87	134	122	113	139	161	151	163	132	141	72	137	119
May (prov.)	135	97	139	130	120	147	165	156	166	138	147	72	141	126
Seasonally adjusted:														
1964 4th quarter	130	95	132	120	113	133	154	140	156	130	141	75	129	122
1965 1st quarter	132	95	134	122	113	137	157	140	160	133	144	74	128	127
2nd quarter	131	91	133	119	112	130	157	146	159	132	141	75	131	124
3rd quarter	132	92	134	122	116	132	159	139	162	131	145	73	124	120
4th quarter	133	89	135	122	115	134	158	145	161	136	148	74	135	122
1966 1st quarter	134	88	137	125	118	139	162	145	165	138	152	72	134	123
1965 Dec.	134	89	136	120	113	132	163	153	165	137	150	74	137	121
1966 Jan.	134	89	136	127	119	140	161	148	163	138	152	73	131	125
Feb.	133	87	136	123	116	136	160	138	163	136	148	72	135	125
Mar.	135	89	138	126	117	141	166	150	168	139	154	72	137	120
Apr. (prov.)	134	87	136	123	114	137	160	148	161	136	149	72	134	118
May (prov.)	133	88	136	125	118	137	164	155	165	135	148	72	131	122
Dec.-Feb. (av.)	134	88	136	123	116	136	161	146	164	137	150	73	134	124
Mar.-May (av.) (prov.)	134	88	137	125	116	138	163	151	165	137	150	72	134	120

	Manufacturing industries (continued)														
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.							
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass	Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1961	114	113	116	111	107	102	122	123	129	115	116	120	116	120	116
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
Unadjusted:															
1964 4th quarter	134	134	136	124	124	105	128	155	159	149	137	144	143	137	154
1965 1st quarter	141	141	141	124	121	108	132	152	158	143	125	146	141	137	172
2nd quarter	138	138	138	119	117	102	126	153	164	137	129	143	144	138	128
3rd quarter	122	122	121	115	111	94	126	145	155	129	126	130	137	138	117
4th quarter	134	134	134	126	124	109	134	152	155	147	129	148	155	139	164
1966 1st quarter	135	134	138	127	123	111	139	149	154	142	118	153	149	133	177
1966 Mar.	135	134	140	133	127	110	148	156	161	149	126	154	151		165
Apr. (prov.)	135	136	130	121	119	98	129	149	153	143	113	151			156
May (prov.)	137	139	131	123	123	100	126	153	159	142	127	153			132
Seasonally adjusted:															
1964 4th quarter	132	132	133	120	117	102	127	153	159	143	131	139	140	137	141
1965 1st quarter	135	135	136	120	117	102	127	153	160	142	134	140	140	138	144
2nd quarter	135	134	135	121	118	102	129	150	159	137	129	141	141	137	141
3rd quarter	134	134	131	122	119	103	129	150	158	136	125	142	144	138	144
4th quarter	131	131	131	122	117	105	133	149	154	141	123	144	151	139	151
1966 1st quarter	130	128	134	123	119	105	132	151	157	142	126	147	151	134	149
1965 Dec.	129	128	135	124	119	106	136	149	153	144	132	144	154		150
1966 Jan.	129	129	132	121	117	106	131	150	158	137	124	146	150		153
Feb.	131	130	134	122	119	106	130	149	153	143	124	146	151		147
Mar.	128	126	136	125	122	104	134	155	159	147	131	150	151		145
Apr. (prov.)	132	133	130	124	124	104	128	150	155	142	121	151			158
May (prov.)	131	131	132	124	123	100	129	150	154	144	128	146			145
Dec.-Feb. (av.)	130	129	134	122	118	106	132	149	155	141	127	145			150
Mar.-May (av.) (prov.)	130	130	133	124	123	103	130	152	156	144	127	149			149

Manufacturing output, employment and new building Regional analysis: 1948 - 1958

As PROMISED in the supplement under this title included with the January 28, 1966, *Board of Trade Journal* it has now been possible to estimate the effect of regional differences in industrial structure on regional net output per person employed in 1958 in terms of the SIC Minimum List Headings instead of Industrial Orders.

It should be pointed out, however, that the heading of the second column of Table 6 of that supplement 'relative influence of industrial structure' was a misleading description of the figures given in the column. These figures were in fact the indices in the first column of the table headed 'actual', corrected for the relative influence of industrial structure. These corrections were made by dividing the index number of the actual net output per person employed by an index calculated by weighting the national average net output per person employed in each SIC Order by the proportion employed in that order in each region. (As described in the first half of the paragraph immediately preceding Table 6). The table on the right replaces Table 6 in that article with estimates made in terms of SIC Minimum List Headings. The figures given in the last column of Table 1 compare with those given in the last column of the original Table 6 (shown in brackets). It will be seen that only two regional figures are greatly affected by the refined standardization made possible by the use of information in terms of Minimum List Headings instead of Industrial Orders – Wales and the North-western region. Two thirds of the difference between the net output per person employed in Wales and the average for Great Britain is attributable to the special distribution of employment in that country, when Minimum List Headings are used to standardize. In the North-western region, standardized net output per person employed is slightly above the national average instead of being rather below it, when Minimum List Headings are used instead of Industrial Orders. The ratio for the Midlands is reduced and is seen to be significantly below the national average.

In the next issue of the Abstract of Regional Statistics figures of wages and salaries in manufacturing industry in each standard region will be added to the table giving other figures derived from the 1958 Census of Production. Table 2 gives these figures analyzed by SIC Industrial Orders. The wages and salaries include payments to all employees whether whole time or part time, but unlike the figures of total employment they do not include any payments made in respect of working proprietors.

Index numbers: Great Britain = 100

Table 1

Region	Actual	Relative influence of industrial structure	Actual – corrected for the relative influence of industrial structure
Wales	118	111	106 (109)
Northern	108	106	102 (102)
London and South-eastern . .	107	100	107 (106)
Southern	107	102	105 (105)
South-east England . . .	*107*	*101*	*106* (*106*)
Eastern	105	103	102 (103)
South-western	99	100	99 (99)
Midland	96	103	92 (94)
Scotland	96	100	96 (96)
North Midland	96	95	101 (101)
North-western	95	94	101 (97)
East and West Ridings . .	92	96	96 (96)
Great Britain	100	100	100 (100)

Table 2. Wages and salaries of manufacturing industry, 1958

All Firms

£ million

SIC Order		Northern	East and West Ridings	North Midland	Eastern	London and South-eastern	Southern	South-western	Wales	Midland	North-western	Scotland	Great Britain	South-east England
III	Food, drink and Tobacco . .	13·4	29·0	25·0	22·0	86·3	14·7	26·8	7·6	33·1	57·6	40·1	355·6	123·0
IV	Chemicals and allied industries .	38·9	21·3	13·5	17·2	52·1	13·2	5·3	17·3	12·3	77·9	21·4	290·4	82·5
V	Metal manufacture . . .	39·2	62·5	39·9	5·1	18·4	4·8	3·3	59·6	88·0	24·9	36·5	382·2	28·3
VI, VII, VIII and IX	Engineering and electrical goods; shipbuilding and marine engineering; vehicles; and metal goods, n.e.s.	109·9	137·8	122·6	131·4	430·2	108·0	101·6	41·8	380·8	263·3	160·5	1,987·8	669·6
X	Textiles	6·6	87·1	51·1	4·2	10·8	2·6	8·7	9·4	17·8	122·3	38·8	359·4	17·6
XI	Leather, leather goods and fur .	0·6	2·8	2·7	1·0	8·0	0·6	1·7	0·8	2·3	5·0	1·8	27·3	9·6
XII	Clothing and footwear . .	9·4	19·8	33·3	14·4	53·9	3·3	8·8	4·1	6·8	33·5	10·2	197·5	71·6
XIII	Bricks, pottery, glass, cement, etc.	9·6	17·0	13·4	10·7	27·5	6·3	5·0	6·3	38·2	27·8	11·4	173·2	44·5
XIV	Timber, furniture, etc. . . .	5·5	10·5	7·8	9·8	48·3	11·4	7·2	3·3	10·5	14·1	10·7	139·1	69·5
XV	Paper, printing and publishing .	7·0	17·3	13·0	26·5	146·0	14·8	17·3	4·4	15·1	44·0	29·2	334·6	187·3
XVI	Other manufacturing industries .	2·5	3·9	5·3	6·2	37·2	4·2	6·8	5·5	21·6	31·0	8·8	133·0	47·6
	TOTAL MANUFACTURING INDUSTRIES	242·5	408·9	327·5	248·6	918·9	184·0	192·5	160·1	626·5	701·1	369·3	4,380·1	1,351·5

Source: Census of Production.

Financial Statistics—July 1966

THE JULY ISSUE of *Financial Statistics*, prepared by the Central Statistical Office and published on July 20, Her Majesty's Stationery Office, price 10s. 6d.) contains figures of local authority borrowing, investments by financial institutions other than banks, and company profits and dividends in the first quarter of this year.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library (Abbey* 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

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Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1*;* 423 *Oxford St., London, W.*1*;* 13*A Castle St., Edinburgh* 2*; Brazennose St., Manchester* 2*;* 35 *Smallbrook, Ringway, Birmingham* 5*;* 109 *St. Mary St., Cardiff;* 50 *Fairfax St., Bristol* 1*;* 80 *Chichester St., Belfast; or through any bookseller.*

Orders, deliveries, production and exports in the engineering industries in May

THE MINISTRY OF TECHNOLOGY reports that with the first estimates for May indicating that output in the mechanical and electrical industries was slightly below the revised April level, production in the three month period March to May showed no change from the previous three months.

For the wider group of engineering industries which includes some vehicles, preliminary estimates for May show that the rate of new ordering has continued to fall back from the high level recorded for the last quarter of 1965. In the three months ending May net new orders on a seasonally adjusted basis were 6 per cent lower than in the previous three months with new home and export orders falling back by 5 per cent and 8 per cent respectively. Making the same three monthly comparison home deliveries were 1 per cent higher and export deliveries were 3 per cent lower. Home order books continued to decline in May when they were 3 per cent lower than at the year end while export orders on hand remained slightly higher than in December.

It should be noted that with the exception of the total index for SIC Order VI in the first column of Table 1, which has already been revised in this way, the seasonally adjusted series in Tables 1 and 2 have been revised to take account of the 1965 experience.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

Table 1: Engineering and electrical goods (S.I.C. Order VI)
Index numbers of the volume of production, orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			Exports (4)
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	
	1958 = 100			December 1958 (unadjusted) = 100			1961 = 100
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	165	165	167	111
1964 1st quarter	134	130	142	144	144	145	112
2nd quarter	136	131	145	151	152	150	111
3rd quarter	138	134	143	157	157	158	93
4th quarter	141	138	146	164	164	163	105
1965 1st quarter	144	142	146	168	168	168	106
2nd quarter	141	140	143	168	167	169	115
3rd quarter	145	143	147	166	166	166	107
4th quarter	148	143	155	165	165	167	115
1966 1st quarter	152	147	159	165	164	170	120
1965 June	139	137	142	168	167	169	
July	146	145	147	167	167	168	
August	145	144	147	167	167	167	
September	143	142	147	166	166	166	
October	147	143	154	166	166	168	
November	146	142	153	165	165	167	
December	150	144	159	165	165	167	
1966 January	152	150	157	166	165	169	
February	148	144	156	166	165	170	
March	154	148	166	165	164	170	
April	149*	..	..	165*	163*	170*	
May	148*	..	..	164*	162*	171*	
Average:							
Latest 3 months shown	150	147	159				
Previous 3 months shown	150	143	155				
Percentage change	Nil	+3	+3				

*Provisional.

(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.

(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.

(3) Index of the total value at constant (average 1958) prices of orders held in these industries.

(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.

Description of the statistics

The volume indices of production and orders on hand in Table 1 below relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification together with locomotive and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (part of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences, the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review, and the seasonal adjustment factors are reassessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net new orders series, and in this case the figures shown against the months in Table 2 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against April are the averages of the seasonally adjusted figures for March, April and May.

Table 2: Engineering industries (1) Seasonally adjusted
Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	102	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	164	145	143	170	146	142
1964 1st quarter . .	140	142	134	138	144	134	144	137	135
2nd quarter . .	148	153	134	147	155	134	150	147	133
3rd quarter . .	154	152	135	153	151	135	159	155	134
4th quarter . .	162	161	139	161	160	139	166	163	139
1965 1st quarter . .	167	152	140	165	151	141	173	153	136
2nd quarter . .	166	138	142	164	139	143	172	138	142
3rd quarter . .	165	140	143	163	141	141	170	137	147
4th quarter . .	165	152	146	164	151	147	170	155	145
1966 1st quarter . .	164	147	149	162	145	148	171	152	150
1965 June . . .	166	141	140	164	144	140	172	136	143
July . . .	166	142	143	164	145	142	171	137	145
August . . .	166	140	145	164	141	142	170	137	152
September . .	165	147	142	163	146	139	170	151	144
October . . .	165	147	147	164	145	148	170	152	146
November . .	165	152	144	164	151	145	171	155	140
December . .	165	148	148	164	148	147	170	148	151
1966 January . . .	165	149	152	163	147	153	171	154	149
February . .	165	147	145	163	145	143	173	152	150
March . . .	164	142	150	162	141	148	171	146	151
April* . . .	164	139	150	161	140	154	171	142	139
May* . . .	163	..	147	159	..	147	171	..	146
Average:									
Latest 3 months . .		139	149		140	150		142	145
Previous 3 months .		149	148		147	148		154	150
Percentage change. .		—6	Nil		—5	+1		—8	—3

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors.
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.

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ENGINEERING INDUSTRIES, *continued*

Table 3: Engineering industries (1) Unadjusted
Index numbers of the volume of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100		December 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	114	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1963	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1964 1st quarter	140	146	134	138	150	133	143	134	136
2nd quarter	148	160	138	148	163	138	148	151	138
3rd quarter	154	141	126	153	138	127	158	148	123
4th quarter	161	159	144	158	156	144	168	169	144
1965 1st quarter	167	161	145	165	164	146	172	154	142
2nd quarter	166	140	142	165	141	142	171	138	142
3rd quarter	165	129	133	163	128	132	169	131	135
4th quarter	163	151	152	161	148	152	172	160	151
1966 1st quarter	164	157	154	162	158	153	170	153	158
1965 January	162	153	139	160	152	139	170	156	139
February	165	166	145	163	169	144	171	159	146
March	167	165	150	165	171	153	172	147	143
April	167	131	132	165	130	131	172	134	136
May	167	150	148	166	156	149	170	133	146
June	166	141	146	165	138	146	171	147	144
July	166	129	132	165	129	131	170	128	133
August	167	126	121	165	124	119	170	132	127
September	165	131	146	163	131	147	169	132	144
October	165	164	151	163	159	152	172	181	149
November	165	144	149	162	142	152	174	150	142
December	163	145	155	161	144	153	172	149	160
1966 January	163	145	145	161	145	145	172	145	146
February	165	163	150	162	162	147	173	164	159
March	164	162	166	162	166	166	170	149	167
April*	164	136	139	162	137	140	170	132	135
May*	164	142	145	162	143	146	169	139	143

***Provisional.**
(1) See footnotes (1) and (2) to Table 2.
(2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts, 1960 and 1964, during the week ended Friday, July 22, 1966.
Where the title appears in italics the film forms part of a series, Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's Name
			BRITISH		
The Projected Man	Br/E 31521	90	July 20	Compton Film Distributors Ltd.	M.L.C. Productions Ltd.
A Matter of Choice	Br/E 31527	62	July 22	British Lion Films Ltd.	Holmwood Productions Ltd.
Operation Third Form	Br/E 31528	58	July 22	Children's Film Foundation Ltd.	World Wide Pictures Ltd., for Children's Film Foundation Ltd.
Look at Life Series 30: *The Beach*	Br/E 31529	9	July 22	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
Pathe News 66-57	Br/E 31404	8	July 22	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 66-58	Br/E 31405	8	July 22	,, ,,	,, ,,
Movietone News 1936	Br/E 31335	7	July 22	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1936 A	Br/E 31336	8	July 22	,, ,, ,,	,, ,,
			FOREIGN		
The Black Tulip	F 31519	114	July 19	Ranworth Film Services Ltd.	Mediterranée Cinema, Paris, Mizar Films-Floria Films, Rome and Agata Films, Madrid
Walk, Don't Run	F 31520	114	July 20	Columbia Picture Corp. Ltd.	The Granley Company.
Passport to Hell	F 31522	91	July 20	Compton Film Distributors Ltd.	Euro Allianz Filmhandel an Stalt, Vaduz.
Indian Paint	F 31523	78	July 21	British Lion Films Ltd.	Tegas Productions Inc.
Among Vultures	F 31524	99	July 22	,, ,,	Rialto Film Preben Philippen G.m.b.H., Berlin.
Who's Afraid of Virginia Woolf?	F 31525	133	July 22	Warner-Pathe Distributors Ltd.	Warner Bros. Pictures Inc.
Mondo Cane No. 2	F 31526	95	July 22	Gala Film Distributors Ltd.	Rizzoli Films S.p.A., Rome.

Correction:
In the list of foreign films registered during the week ended Friday, July 15, 1966, the title of the film 'DeGaulle Stone Operation' should read 'The Great DeGaulle Stone Operation' and the title of the film 'The Great Napoleon Blownaparte' should read 'Napoleon Blownaparte.'

Industrial building in Great Britain[1]

THE AREA of industrial buildings approved by the Board of Trade in the second quarter of 1966 continued at the high rate achieved in the first quarter of 1966 which was the highest since the beginning of 1965. The total area of industrial buildings approved for the 12 months ending June 1966 was 63 million square feet compared with 62 million square feet for the previous 12 months.

The statistics of industrial building approvals presented below are in terms of the standard regions for statistical purposes revised to coincide with the regions now used for regional economic planning (defined in the *Board of Trade Journal* for December 31, 1965).

Industrial Building projects—new buildings, extensions to existing premises and existing buildings turned to industrial use—for which industrial development certificates were issued during the second quarter of 1966 together with comparative figures for other periods are as follows:

Million square feet

	Northern (2)	Yorkshire and Humberside (2)	East Midland	East Anglia	South-east		South-western (2)	Wales (2)	West Midland	North-western (2)	Scotland (2)	GREAT BRITAIN
						of which G.L.C.						
1961	6·5	4·1	3·5	1·7	18·1	*5·5*	2·8	2·5	5·0	7·4	4·9	56·5
1962	3·0	2·4	2·2	1·8	11·8	*3·4*	2·4	2·1	3·7	4·4	3·7	37·3
1963	4·1	3·7	2·5	1·5	9·4	*2·5*	2·4	1·6	3·5	5·3	5·0	39·0
1964	7·5	5·9	3·8	2·6	11·8	*3·6*	4·4	3·2	5·0	8·2	5·9	58·2
1965	5·9	6·2	3·4	1·9	11·4	*3·5*	3·1	4·5	5·0	9·2	11·1	61·8
1964 1st quarter	2·0	1·3	0·6	0·4	2·6	*0·8*	0·8	0·6	1·1	1·8	1·5	12·8
2nd quarter	2·2	1·4	1·2	0·7	3·5	*1·0*	1·2	1·1	1·4	1·3	1·7	15·5
3rd quarter	1·1	2·0	0·7	0·8	3·2	*0·9*	1·5	0·8	1·3	2·6	1·1	15·1
4th quarter	2·2	1·3	1·3	0·7	2·5	*0·9*	0·8	0·7	1·2	2·5	1·6	14·8
1965 1st quarter	2·0	1·6	0·9	0·4	3·5	*1·1*	0·8	0·9	1·6	2·4	2·8	16·9
2nd quarter	1·7	1·5	0·6	0·5	3·1	*0·8*	0·7	0·6	1·2	3·0	2·5	15·3
3rd quarter	1·2	1·3	0·7	0·6	2·8	*0·8*	1·1	2·4	1·0	2·2	2·7	16·1
4th quarter	1·0	1·7	1·2	0·4	2·1	*0·8*	0·5	0·6	1·2	1·6	3·0	13·5
1966 1st quarter	1·6	1·6	1·3	1·0	2·5	*0·8*	1·0	1·1	1·8	3·0	1·7	16·8
2nd quarter (3)	2·2	1·3	1·2	0·8	2·5	*0·7*	0·8	2·8	1·4	2·2	1·7	16·9

(1) The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated. They differ from the figure in the Monthly Digest which relate to schemes for manufacturing industry only.

(2) Parts of these regions are designated as development districts under the Local Employment Act, 1960.

(3) Provisional figures.

USTRIAL EST
VELOPMENT
MASTER
DEVELO

Mr. P. L. J. Homan, Principal Controller of the Board of Trade in Scotland (centre) looking at plans of the new 150-acre Whitehill Industrial Estate, Blackburn, which he opened on July 11. With him are Mr. Thomas Lee, chairman of the Planning Committee of West Lothian County Council (left) and Mr. E. J. Hutton, the County Planning Officer. Mr. Homan paid tribute to the County Council's enterprise. 'I shall not be satisfied until I have opened another 100 factories,' he said. 'From many points of view West Lothian seems to be the West Midlands of Scotland. For attracting industry West Lothian is entirely "with it".'

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended June 25, 1966:

Distributors' earnings submitted.

High cost films	£570,058	
Low cost films:		
Eligible (after multiplying by 2½)	£67,526	
Not eligible for 2½ times rental	£520	
		£638,104
Films of less than 3,000 feet (after multiplying by 2½)		£149,804
		£787,908
Levy collections paid to Agency by HM Customs and Excise to July 11, 1966, together with an estimate of collections approximately covering entertainments for the four weeks ended June 25, 1966		£277,600

The eighth interim allocation for the ninth distribution period will be at the rate of 49 per cent.

PHOTOGRAPHS FOR THE JOURNAL

The Editor will be glad to consider prints of industrial photographs suitable for publication in the Board of Trade Journal.

Black and white prints. *These should be 'action' photographs showing U.K. goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination.*

Photographs of U.K. businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.

REPORT ON SCIENCE ABROAD

The Office of the Scientific Counsellor, Tokyo and Manila, has prepared the following report. Copies of the report are available free from the Department of Education and Science, International Scientific Relations Division, Africa House (3rd Floor), Kingsway, London, W.C.2. (Telephone Holborn 3422).

Japan Goes Metric, by C. R. S. Manders. Four pages. *Japan* 61. Although Japan 'went metric' in most respects in 1959, and the system became fully operational on April 1, 1966, a compromise situation still prevails, the traditional 'Shakkan System' being applied in a number of instances, and British units in aviation. Difficulties in changing over to the metric system have been experienced by the building industry in particular, where the use of modules (measured in traditional units) has been employed for centuries.

Visit the 31st International

FAIR OF THESSALONIKI

4 – 25 September 1966

Leading centre of trade in
the Mediterranean Area

In 1965

2,656 EXHIBITORS from 34 COUNTRIES

23 OFFICIAL SECTIONS

1,697,750 VISITORS

★

Information from

International Fair of Thessaloniki – Greece

Greek Consular Authorities

Exhibitions and Fairs

British Industrial Exhibition in Moscow

by the Commercial Department, British Embassy in Moscow

Mr. Douglas Jay, President of the Board of Trade, watching a high-speed machine sealing vodka bottles with pleated foil on the Tube Investments stand at the British Industrial Exhibition in Moscow.

THE BRITISH INDUSTRIAL EXHIBITION held in Moscow from July 8 to 24 was Britain's largest single export undertaking in 1966. Over 500 firms exhibited goods worth £2½ million. The exhibition was sponsored by the Associations of British Chambers of Commerce, the Russo-British Chamber of Commerce and the Confederation of British Industry. It was organized by Industrial and Trade Fairs Ltd., with the full support of the Board of Trade, which gave a substantial financial contribution enabling the cost of space to be reduced by £1 per square foot.

In preparing the exhibition the organizers enjoyed the guidance of an Advisory Council of some of the most experienced British businessmen in the field of Anglo-Soviet trade under the chairmanship of Mr. J. B. Scott, a director of Black Clawson International.

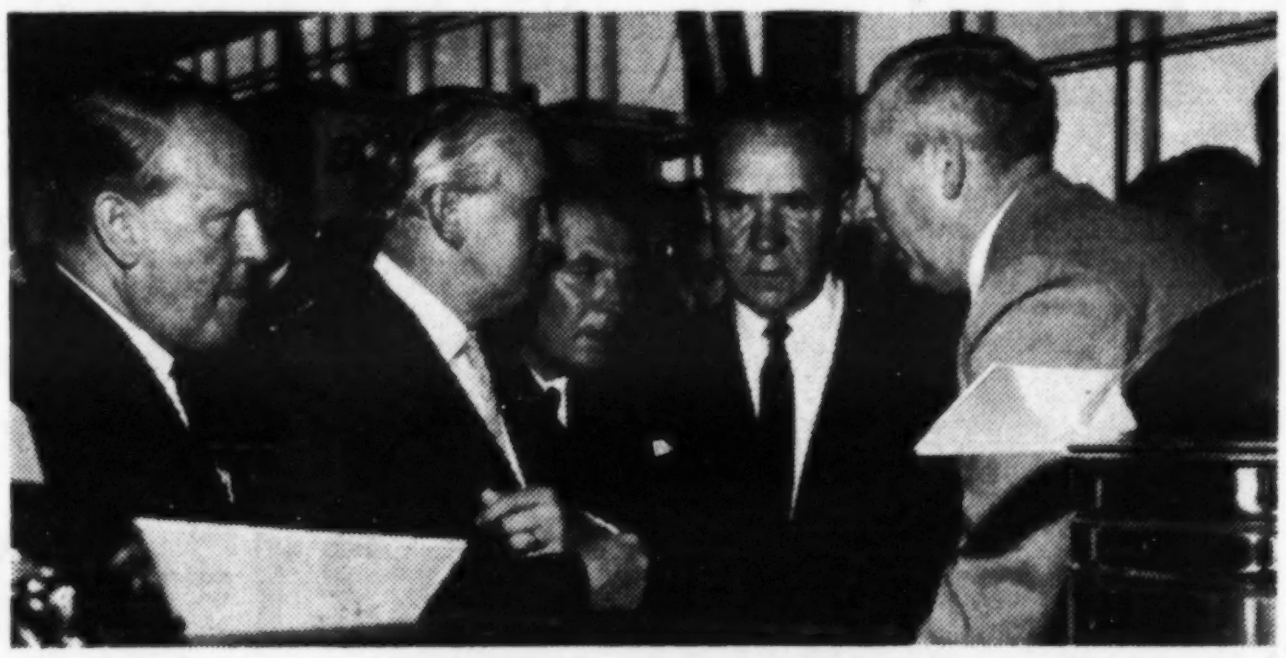
The sectors of the British industry most strongly represented were textile machinery, electrical engineering, electronics and machine tools. Companies manufacturing a wide range of engineering and chemical plant and equipment, food processing and packaging machinery, vehicles and construction equipment also participated. Companies manufacturing consumer goods in which the Soviet authorities have expressed interest also took part, including manufacturers of clothing and footwear, domestic hardware, toys, musical instruments and cosmetics. Over 1,300 representatives of the British firms involved were managing their stands during the exhibition and, in addition, a total of 62 technical lectures were their stands during the exhibition and, in scientists and technicians to audiences of given by distinguished British industrial Soviet specialists during the exhibition.

The USSR Ministry of Foreign Trade set up in the exhibition grounds a well-staffed

(*Continued on next page*)

'British Industrial Exhibition in Moscow has certainly impressed the USSR'

—Sir Robert Maclean



Sir Robert Maclean (left) with Mr. Harold Wilson, the Prime Minister, and Mr. Kosygin, visiting a British stand in Moscow.

'THE BRITISH INDUSTRIAL EXHIBITION in Moscow is impressive' said Sir Robert A. Maclean, President of the Association of British Chambers of Commerce and president of the exhibition, speaking to a *Board of Trade Journal* representative before the exhibition closed on July 24. 'I have been associated directly and indirectly with many exhibitions and trade fairs at home and overseas, but I know of none which has bettered the Moscow Exhibition.'

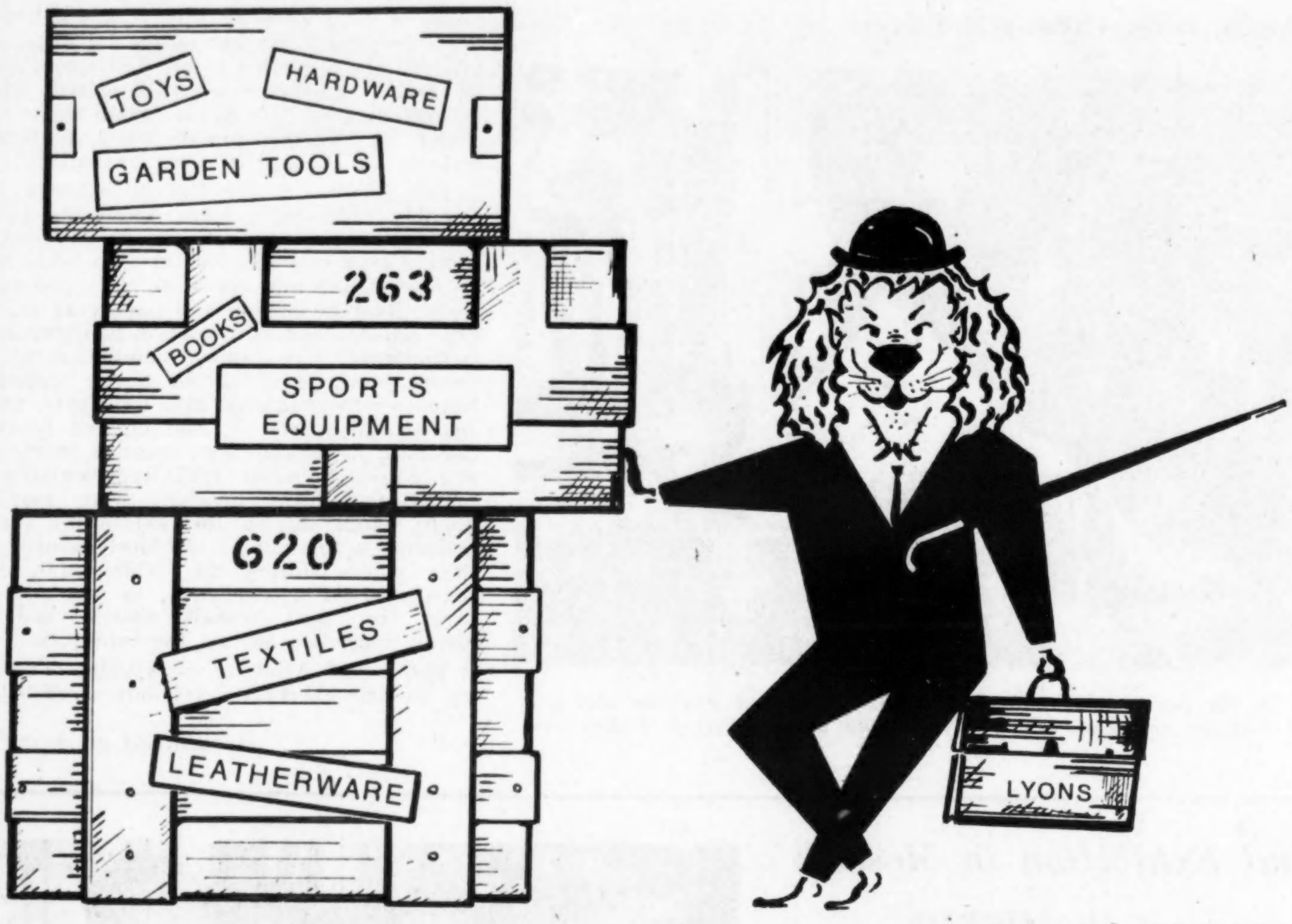
Sir Robert continued: 'Practically every stand draws its quota of interested technicians and many contracts of large amounts are being negotiated. Possibly some of these negotiations will fail but I am sure that more will succeed. As one would expect, most of the stands display capital goods, textile and printing machinery, electronic devices and automation equipment being particularly strong. Consumer goods were there to a modest extent, and as one might expect these stands drew large numbers of the general public. Much of my time was spent with Soviet Ministers and senior officials. I was greatly impressed by the detailed technical knowledge of textile machinery possessed by Soviet Prime Minister Kosygin, and I found other ministers no less knowledgeable in their own special fields.

'Exhibits which were not right up to date would have been spotted at once, and exhibitors displayed only the very latest equipment. The Exhibition has certainly impressed the USSR. So much so that arrangements have been made for factory and mill managers and those who influence purchasing policy in all parts of the USSR to attend the Exhibition. More than 20,000 people visited the exhibition each day and all exhibitors were impressed by the high level of technical knowledge possessed by so many people, by no means all of whom are technicians.

'The fact that Mr. Douglas Jay, President of the Board of Trade, who performed the opening ceremony was supported on the platform by Mr. Novikov, the USSR Deputy Prime Minister, and several other senior ministers aroused keen interest. Approximately 100 members of the Presidium were also present at the opening ceremoney and most of them spent some hours touring the stands. Then at the half way stage the exhibition was given a further great fillip when I had the honour to escort Mr. Harold Wilson, the British Prime Minister, and Mr. Kosygin, the Soviet Prime Minister, on a detailed tour of what was quite obviously to both of them a most interesting display.

'A special word of praise is due to Industrial Trade Fairs Ltd. for tackling a difficult job and doing it so well. The exhibitors too had gone to great trouble, and the fact that the exhibition looks like being a major success is the sincerest tribute to their efforts.'

COMING WITH BRITAIN'S LION...



...TO LYONS?

BRITISH WEEK

21st-29th October 1966

Spectacular supporting programme --- Cultural events --- Special displays **FOR SALE** *of British goods --- Continuing sale after the week has finished*

For further information

TELEX, PHONE or WRITE *NOW*

Export Services Branch, Board of Trade, Hillgate House, 35, Old Bailey, London, E.C.4. Telephone CITy 5757. Telex 25977 Answer back: Bothillgate Ldn.

or

Export Council for Europe, 27, Northumberland Ave., London, W.C.2. Telephone WHItehall 3121. Telex 262264 Answer Back: Brinatex Ldn.

or

Commercial Department, British Embassy, 35, Rue du Faubourg, St. Honoré, Paris, 8e. Telephone Anjou 2710-2714, 0620-0624. Telex 2022-20931 Answer Back: Prodrome, Paris.

or

British Week Office, 24, Rue Childebert, Lyon, 2e. Telephone 42-46-49. Telex 202-33254 Answer Back: Britain Lyon.

MOSCOW EXHIBITION, *continued*

office containing representatives from the various Soviet foreign trading corporations which are directly concerned with the purchase of the type of item on display. This office, under the direction of Mr. V. A. Kamensky, formerly head of the Soviet Trade Delegation to the United Kingdom, was most helpful in arranging meetings between exhibitors and Soviet organizations.

The exhibition was opened on July 8 by the President of the Board of Trade, Mr. Douglas Jay, in the presence of the Honorary President of the exhibition, Sir Robert Maclean; Mr. Nesterov, chairman of the All Union Chamber of Commerce; the British Ambassador; Mr. Patolichev, the Soviet Minister of Foreign Trade and a number of other senior Soviet political figures and officials. On Sunday, July 17, the exhibition was visited by the Prime Minister, Mr. Wilson, in the company of the Soviet Prime Minister, Mr. Kosygin, and other important Soviet personalities. After visiting the exhibition, Mr. Kosygin remarked to the Prime Minister that the goods exhibited were exactly those in which the Soviet Union was most interested. He went on to say that the detailed work on the 1966 to 1970 Plan was now being completed and that it was at this stage that the need for foreign purchases would become evident. British manufacturers could therefore expect to start receiving inquiries from the autumn onwards.

The degree of interest in the exhibition manifested at the highest levels of the Soviet Government were gratifying and encouraging. But equally significant was the readiness of Soviet trade organizations, the ministries in charge of various industries, and the research institutions to arrange meetings between their staff and the exhibitors. The standard of technical question put to exhibitors was as high as we have come to expect in the Soviet Union. In addition, there seems to have been a significant increase in the number of factory managers who visited the stands to look at machinery of interest to them and who appeared to be reasonably confident that their requests to their own authorities for the import of such equipment would be granted. This interest at all levels probably reflects not only the oft-expressed desire of the Soviet authorities to increase Anglo-Soviet trade, but also the greater importance attached by the Soviet authorities to foreign trade as a whole, following Mr. Kosygin's remarks at the 23rd Congress of the Communist Party of the Soviet Union in April 1966, when he criticised officials of the trading corporations for living in an isolated world of their own and factory managers and industrialists for treating foreign trade as a matter of secondary importance.

Since the Congress, there have been several indications of a more flexible Soviet attitude to the administrative problems of foreign trade; in particular, there have been several reports that certain factory managers may now be permitted a degree of choice, within a strictly defined financial limit, of the type of machine which they wish the foreign trade organizations to import for use in their factories.

It thus looks as though the timing of the British Industrial Exhibition in Moscow was particularly fortunate since it came at a point when there appears to be some evolution in Soviet trade techniques and when the Soviet planners are beginning to clarify their ideas for the next few years ahead. It is, however, important to remember that in the Soviet Union an exhibition is not the place at which business is done. It is more in the nature of a public relations exercise, at which those responsible for contributing towards decisions to import are given a chance to get to know what goods are available. It is therefore particularly important that firms exhibiting in the Soviet Union should not return to Britain and sit back in the expectation that orders will flow in without further effort on their part. An exhibition in the Soviet Union is merely the beginning of the story. It needs to be followed up by a vigorous sales campaign involving regular correspondence with the trading organizations, ministries and other institutions whose interest has been aroused during the exhibition; and this correspondence should be reinforced by periodic visits by sales and technical representatives. There are many cases where it has taken a firm several years' hard work after an exhibition to secure substantial orders. But the size of these orders when they are finally landed is usually more than enough to compensate for the work which has gone into obtaining them.

Plans for Brussels British Week

THE British Week in Brussels (September 29-October 7, 1967) should be the biggest and the most successful of all British overseas promotions suggested Mr. S. J. Peskett, Director of the Brussels British Week, when he spoke at a conference organized by the Export Council for Europe in London last week.

The preliminary work for the Week, said Mr. Peskett, had got off to a good start following the first announcement. In the central target area of Brussels there were 1,450 shops and already 250 had been contacted. Before the Week was over all these shops would have been contacted at least four times. A committee of Honour composed of 24 leading figures in Brussels civic life had been created and a planning committee with a wide variety of talent from the business life of the City had its first meeting recently.

Although Belgium were buying £170 million worth of British goods, Mr. Peskett said that there was still room for more sales. Traditional and modern suppliers were both capable of expansion. Almost all the buying by shops and departmental stores in Belgium was undertaken in Brussels and Mr. Peskett urged that Trade Associations should organize inward missions to the consumer goods exhibitions arranged in the next few months. Providing they met the necessary conditions these missions would qualify for a 50 per cent grant. Outward missions should also be organized and sample fairs were being arranged by a number of trade associations.

As supporting activities for the British Week, Mr. Peskett said that a Pavilion of Technology would be exhibited and it was hoped to relay music throughout the streets of the target area – everything from Purcell to Pop.

It was hoped to have exhibits by the Council of Industrial Design, National Wool Textile Export Corporation, Ideal Home, together with military bands, London buses and policemen, an international football match, three operas and an exhibition of modern painting and sculpture. Another feature of the Week will be four British pubs in the centre of Brussels and a Scotch whisky bar on a street corner.

Mr. Peskett said that they had received unqualified support from everyone they approached. The British Week in Brussels is not merely an exhibition and an eight-day show, it is a business investment

Belgians like our products said Mr. Peskett, they like our cloth, particularly suitings and furnishing fabrics, sports goods, toys, whisky, beer, footwear, furniture, giftware, kitchen utensils, cosmetics, office supplies, pop records, our classic high quality garments and our new styles of clothing for young people. Do-it-yourself goods should also find a ready market in Brussels.

Mr. G. Farmer, leader of the ECE team to Belgium who also addressed the conference, said that a British Week was a carefully planned operation and that Brussels should prove the most exciting and successful. In Brussels we had a most efficient Commercial section at the Embassy and the British Week would be a marvellous opportunity for industry.

Mounting enthusiasm from Lyons retailers

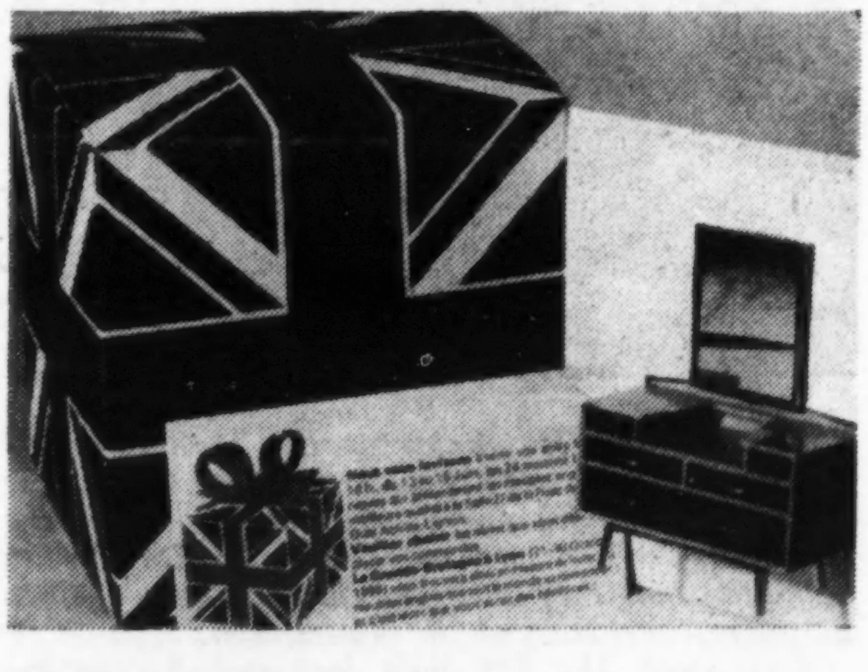
INTEREST in the British Week among the retail trading community in Lyons is rising as arrangements are finalised. Here are some typical comments from leading retailers:

M. Jean Marque, President of the Lyons Shopkeepers Association and a Deputy Mayor of Lyons who played a major part in bringing about the excellent co-operation provided by the municipality and trading community, says:

'Lyons and in particular its shopkeepers have been enthusiastic from the start – British exporters will not regret the choice of France's second city for a British Week. Lyons feels honoured to be chosen. I can assure our British friends that we consider it a question of personal pride to ensure the success of the British Week – I must also say that Lyons shopkeepers are not unaware of the benefit it will bring to their own trade.'

M. Chomel, manager of the large self-service department store, Carrefour, at Villeurbanne, says:

'I am relying on the British Week for two things: to attract a whole new level of customers and to present an exciting new range of articles to my present clientele. We have every confidence of attracting new customers and, believe me, intend to keep them and expand our sales of British goods even more. I have recently returned, most impressed, from a buying trip to London – I am beginning to wonder whether I have bought enough British goods.'



The packaged Union Jack, the symbol of the British Week in Lyons was used by British Furniture Manufacturers to mail an invitation to furnishing retailers in the Lyons area to attend a display of British furniture recently held in the city. The box also contained a doll-sized dressing table.

Ancona International Fishing Fair

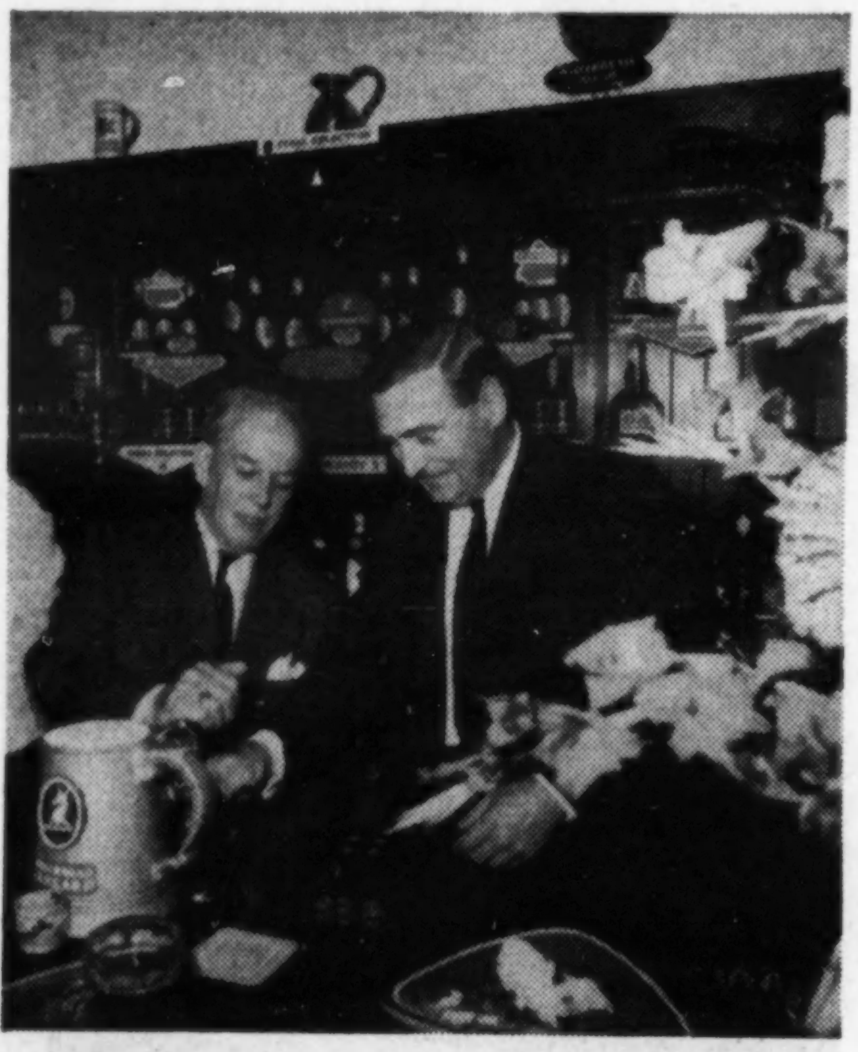
A report from the Commercial Department, British Embassy, Rome

IDEALLY sited in the Adriatic fishing centre of Ancona, this relatively small but important Fair (from June 25 to July 10) specializing in equipment for fishing and nautical sports occupied a total space of about 60,000 square metres, with some 40,000 square metres under cover. In this year's event there were about 700 Italian and 90 foreign exhibitors. The products of 20 United Kingdom manufacturers were on display – mainly on the stands of their Italian agents. For the first time Great Britain had an official information stand; other countries present were USSR, Japan, Peru and Yugoslavia. The total value of business concluded is estimated at 500 million lire and an estimated 400,000 attended – mainly from the general public.

A programme of important congresses is organized in conjunction with the Fair; these are usually of a technical nature and this year the main subjects were fishing boats, engines, fishing nets, refrigeration for fishing boats and 'Fishing and the Common Market.'

Products on display included: fishing boats, marine engines and accessories, ships' gear, outboard engines, pleasure craft, fishing nets, ropes, floats, fish boxes (plastic and aluminium), communications equipment, radar, sounding, navigation and fish detecting instruments, boat furnishings, refrigeration equipment, sails, optical instruments, generating sets, pumps, workshop tools, nautical sports equipment, paints.

The greater part of the business done was in the marine engine field, notably the larger engines over 250 hp. This distinction is significant as, under present Italian legislation on special facilities to the shipbuilding industries, engines below 250 hp do not qualify for fiscal benefits. The agent of one United Kingdom manufacturer said that he could have sold more engines had his United Kingdom principals been in a position to deliver them, and there was scope for other United Kingdom manufacturers who might have done good business had they had engines available for immediate delivery or delivery within a few months. German engines were selling particularly well: within the first 10 days of the Fair, one German firm had sold seven large diesel engines.



Since 1963 The Britannia Inn has been taking a leading part in British Weeks and Fairs throughout the world. Last year it visited Amsterdam during the British Week and the Dutch people were so delighted that they invited Whitbread's to open a permanent British Pub in Amsterdam.

Last week The Britannia Inn opened complete with oak beams, an inn sign, horse brasses, dart board, a Yard of Ale glass and an English barman. The opening ceremony was carried out by the Consul General, Amsterdam, Mr. R. G. Dundas, C.B.E., (left) accompanied by Mr. Charles Tidbury, Managing Director of Whitbread's.

The Ancona Fair is growing each year in importance and provides a good opportunity for manufacturers of equipment in the fishing and nautical sports fields, and it seemed a pity that this year there was no display of United Kingdom yachting clothes and equipment. As is the case with many other continental fairs of this size, it is supported by other attractions to the general public such as a fun fair, open air theatre and dancing (the gates are open until midnight). Although this does not follow the United Kingdom pattern of specialized trade fairs the potential value of the Fair from a business viewpoint should not be underestimated.

Mrs. Dei, British Commercial Officer, Florence, talks to the Italian Minister Natali (right) and Hon. Castellucci (second right) when they visited the British stand at the Ancona International Fishing Fair. On the left is Mr. A. Raggett, Board of Trade architect.

Europe's first industrial cleaning show held in London

Increased costs and a continuing shortage of the right labour have, in recent years, led to more and more firms delegating industrial and office cleaning to specialist firms. The consequent boom in the industrial cleaning industry was reflected last week in Europe's first ever Industrial Cleansing and Maintenance Trades Fair, held in the National Hall at Olympia from July 20 to 23.

Sponsored by the British Institute of Cleaning Science, the fair was held in conjunction with the Institute's fifth annual convention, at which such subjects as 'Carpets or hard flooring?' were discussed, along with more general discussion of cleaning problems of all kinds: a number of films were also shown.

The fair itself featured services and cleaning materials and, of course, a wide range selection of plant designed to save labour and to carry out difficult cleaning operations. As an example of labour saving, portable high pressure pumps were shown which, it was claimed, had reduced the cleaning of barges from a 36-man-hour job for 12 men to a three-hour-job for one man. Plant for the more difficult type of job included equipment for use in an explosive atmosphere and built-in equipment for the interior cleaning of tanks.

British engineering days in Prague

A SPECIALIZED engineering week is to be held from October 24-27 in Prague at the request of the Czechoslovak State Commission for Technology and the Ministry for Heavy Industry, in conjunction with the Czechoslovak Chamber of Commerce. This follows the successful British Mechanical Engineering Week in June 1965 and the British Building and Construction Week in November 1965, both held in Prague.

The event will be organized by the London Chamber of Commerce and the British Mechanical Engineering Federation with the assistance of the Board of Trade. Participation will enable British companies to make contact with a wide circle of potential customers and end-users of British plant and equipment. The event will include an exhibition and a symposium with technical films. The exhibition will consist of technical literature, models, displays and portable items of equipment. The technical symposium will provide experts from British companies with an opportunity to talk about new techniques, new developments and new machinery and equipment likely to interest Czech experts.

The exhibition and symposium will be attended by over 3,000 engineers, designers and executives from the Foreign Trading Corporations and the Ministries, invited individually.

The exhibition can cover the whole field of engineering but the Czech authorities have asked particularly for the following subjects:

> Machinery for textiles; plastics; pulp and paper-making; paper coating; printing; building materials; food packaging; artificial leather and hide-making; petrochemical and petroleum plant; mechanical handling equipment; road-making and building techniques and equipment; industrial valves; vehicle equipment and accessories; machine tools and accessories.

Cost of participation is from £50-£100, depending on the area required. This entitles a company to give a lecture and show films. Fuller details available from Sam Black, 68 Queen Street, London, E.C.4. Telephone Central 9431.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in* the Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Norway and Czechoslovakia

A THREE YEAR TRADE agreement between Norway and Czechoslovakia covering the period January 1, 1966, to December 31, 1968, was signed in Oslo in January on the basis of annual protocols.

During 1966 Norwegian exports to Czechoslovakia will include hardened fats, fish and fish products, chemicals, ferro-alloys and machines of all kinds. In the same period, Czechoslovakian exports will include sugar, machinery, cars and trucks, solid fuels, various textiles, sports articles and rolling mill products. Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Ref. CRE/5199/G). (Tel. Abbey 7877, Ext. 2305).

Sweden and Bulgaria

A FIVE-YEAR trade agreement between Sweden and Bulgaria covering the period January 1, 1967 to December 31, 1971, was signed in Stockholm on June 13. Commodity lists, which may be subject to annual revision, have yet to be drawn up.

The 1962 agreement, which expired at the end of March this year, has been extended by an additional protocol until the new agreement becomes effective, the quota lists being applied on a *pro rata* basis.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Ref. CRE/5979/G.) (Tel. Abbey 7877, Ext. 2305.)

Italy and Austria

THE ITALIAN MINISTER of Foreign Trade has announced that the Protocol to the Minutes of the Mixed Italo-Austrian Commission of May 31, 1955, setting out exchanges of goods between the two countries, has been tacitly extended for a further year without changes from July 1, 1966. Inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458), quoting CRE 5868G.

Dahomey and Switzerland

A TRADE AGREEMENT between Dahomey and Switzerland was signed recently in Cotonou. It incorporates exchange of goods, protection of investments and technical co-operation, and will be valid until December 31, 1967, renewable thereafter by mutual consent.

Exports from Dahomey to Switzerland will include groundnuts, palm oils, copra, teak, cotton, fruits and spices. Swiss exports to Dahomey will include dairy produce, chemicals, textiles, mechanical and electrical products, photographic apparatus and watches.

Inquiries regarding this notice should be made to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2334.) (Ref. CRE/6791/G.)

Mr. B. Christov, the Bulgarian Commercial Counsellor in London, and Mr. G. M. Hadjikov, Assistant Counsellor, being shown a Hepolite piston by Mr. Jack Hepworth (centre) chairman of Hepworth & Grandage Ltd. (a member of the Associated Engineering Group). The Bulgarian party visited Associated Engineering Group companies in the Bradford area recently, to inspect various types of plant that would be available to them for the manufacture of engine components, under licence, in Bulgaria. During the past six months the Group has obtained orders from Eastern European countries worth £1½ million.

Poland and Australia

THE POLISH PRESS has reported that a trade agreement between Poland and Australia was signed in Warsaw on June 20. It provides for each country to grant the other most-favoured-nation treatment, which means that Polish exports to Australia will not be subject to any quantitive restriction.

Inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 624G.

Small packet service to Pakistan

THE GPO have announced that the Small Packet service is now available to Pakistan. This service is designed for the transmission of goods, whether dutiable or not, in the same mail as printed papers, which, as a rule, travel more quickly than the parcel mails. Full details of the service may be obtained from any post office.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the **Board of Trade Journal** *under the heading 'Information for Exporters'. Fuller information is also provided in the* **Export Service Bulletin**, *which is published by the Export Services Branch of the Board of Trade.*

Information for exporters

Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate, Ldn.) Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

Claimed to be the largest bulk road tanker yet built in the United Kingdom, the example above has a capacity of 1,580 cubic feet. Manufactured for the Distillers Chemicals and Plastics Group, the carrier will transport plastic raw materials in powder form.

Calls for tender

Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.

*Tender documents are available on loan in those cases marked with an asterisk.**

The number in brackets indicates the Bulletin in which published.

ARGENTINA

(142/66) Steel Billet Plant for Dirección General de Fabricaciones Militares. September 30. E.S.B. 27577/66.

AUSTRALIA

Department of Supply, Melbourne:

(138/66) Lathe. August 10. E.S.B. 26535/66.*

(138/66) Milling Machine. August 16. E.S.B. 26544/66.*

Postmaster-General's Department, Melbourne:

(138/66) Telecommunication Equipment: August 25. E.S.B. 26542/66.*

(138/66) Telephone Timing Clocks. September 15. E.S.B. 26543/66.*

(138/66) Hand Tools. August 23. E.S.B. 26541/66.*

(142/66) Telephone Switchboards and Relay Sets. September 8. E.S.B. 27390/66.*

State Electricity Commission of Victoria:

(142/66) Switchgear. (Further Information.) August 22. E.S.B. 14508/66.*

(142/66) Condenser. (Further Information.) October 10. E.S.B. 23705/66.*

(138/66) Cables for Victorian Railways. August 17. E.S.B. 26534/66.*

BURMA

Myanma Export Import Corporation:

(138/66) Candlewick Making Machines. August 15. E.S.B. 26782/66.*

(138/66) Continuous Stationery. August 31. E.S.B. 26781/66.*

(138/66) Contractors Plant. September 12. E.S.B. 26592/66.*

(138/66) Granulators and Stone Crushers. September 12. E.S.B. 26591/66.*

CEYLON

(142/66) Tyres and Tubes for Government Stores Department. (Further Information.) August 25. E.S.B. 26290/66.*

(142/66) Water Supply Scheme for Ministry of Health. August 22. E.S.B. 27524/66.

(143/66) Textile Dyes for Ministry of Home Affairs. September 17. E.S.B. 27518/66.*

(142/66) Circuit Breakers for Ministry of Land, Irrigation and Power. September 8. E.S.B. 27526/66.*

(142/66) Hardware; Hand Tools etc.; Manilla Rope for Municipal Commissioner, Colombo. August 31. E.S.B. 27522/66.*

COLOMBIA

Instituto Nacional de Fomento Municipal:

(141/66) Water Treatment Plant. August 11. E.S.B. 27325/66.

(141/66) Submergible Pumps. August 11. E.S.B. 27326/66.

COSTA RICA

(142/66) Telephone Cables and Accessories for Instituto Costarricense de Electricidad. September 14. E.S.B. 27561/66.*

DENMARK

(138/66) Tunnel Project for Ministry of Public Works. September 14. E.S.B. 26590/66.

FORMOSA

Central Trust of China:

(138/66) Testing Equipment. August 12. E.S.B. 26579/66.*

(138/66) Line Post Insulators. August 13. E.S.B. 26520/66.*

(142/66) Transformers. August 22. E.S.B. 27515/66.*

(142/66) Lactic Acid. August 11. E.S.B. 27394//66.*

(142/66) Monoethanolamine. August 19. E.S.B. 27517/66.*

(142/66) Gas Line Filter. August 23. E.S.B. 27399/66.*

(142/66) Electrical Equipment. August 20. E.S.B. 27400/66.*

(142/66) Electronic Tubes. August 20. E.S.B. 27395/66.*

(142/66) Tobacco Carding and Time Belt. August 19. E.S.B. 27396/66.*

(142/66) Steel. August 19. E.S.B. 27397/66.*

(142/66) Meter. August 20. E.S.B. 27398/66.*

(142/66) Control and Measuring Equipment. August 23. E.S.B. 27516/66.*

GERMANY, FEDERAL REPUBLIC OF

(139/66) Tank Trucks for Bundes Monopol Verwaltung Fuer Branntwein. August 24. E.S.B. 27157/66.

(143/66) NATO. Civil Engineering Works for the German Authorities. Apply by August 15. G.D. 1736/66.

GREECE

(140/66) Agricultural Chemicals for Agricultural Bank of Greece. August 10. E.S.B. 27168/66.*

Ministry of Commerce:

(139/66) Fire Fighting Suits. August 10. E.S.B. 27162/66.*

(139/66) Telephone Cable. August 10. E.S.B. 27164/66.*

(139/66) Perforating Machines. August 10. E.S.B. 27167/66.*

(139/66) Machine Shop Tools and Instruments. August 19. E.S.B. 27169/66.*

(140/66) Workshop Equipment. August 10. E.S.B. 27170/66.*

HONG KONG

(141/66) Road Studs for Government Stores Department. August 12. E.S.B. 27192/66.*

INDIA

Atomic Energy Establishment:

(140/66) Sinter Meter. (Further Information.) Tender documents now available. E.S.B. 26067/66.*

(140/66) Hot Air Oven. (Further Information.) Tender documents now available. E.S.B. 26068/66.*

(140/66) Polariscope. (Further Information.) Tender documents now available. E.S.B. 26069/66.*

(139/66) Circuit Breakers for Damodar Valley Corporation. (Further Information.) Tender documents now available. E.S.B. 25415/66.*

Director General of Supplies and Disposals:

(138/66) Condoms. August 26. E.S.B. 26585/66.*

(143/66) Lathe. (Further Information.) E.S.B. 25018/66.*

Hindustan Cables Ltd.:

(140/66) Copper Wire. September 6. E.S.B. 27181/66.

(141/66) Copper Bar. September 15. E.S.B. 27180/66.

(141/66) Pig Lead. August 30. E.S.B. 27182/66.

(139/66) Steel Plate for Hindustani Steel Ltd. August 24. E.S.B. 27184/66.

(143/66) Traction Substations for Indian Railways, Calcutta. November 1. E.S.B. 27580/66.

(138/66) Reamers for Indian Telephone Industries. August 22. E.S.B. 27120/66.

(138/66) Sluice Valves etc. for Madras State Electricity Board. September 21. E.S.B. 27117/66.

(140/66) Coal Handling and Disposal Plant for Maharashtra State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 25660/66.*

(140/66) Balancing Machine for National Coal Development Corporation Ltd. August 23. E.S.B. 27183/66.*

(143/66) Cage Mounted Truck for Punjab State Electricity Board. August 30. E.S.B. 27578/66.

(139/66) Lighting and Welding Network for U.P. State Electricity Board. August 16. E.S.B. 26586/66.

IRAN

(141/66) Electrodes for Iranian State Railways. September 3. E.S.B. 27319/66.*

IRAQ

(141/66) Radio Telephone Equipment for Central Foreign Purchasing Board. October 8. E.S.B. 27381/66.

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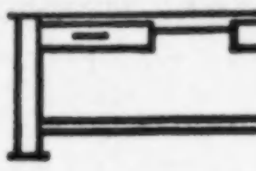

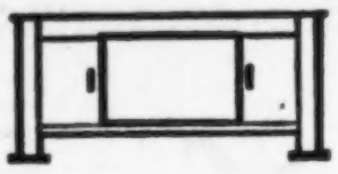

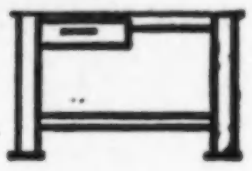

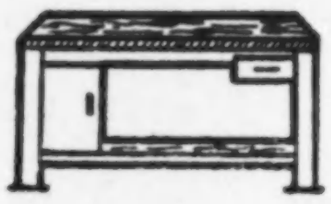

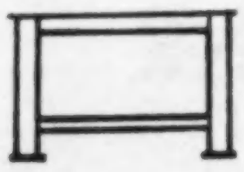

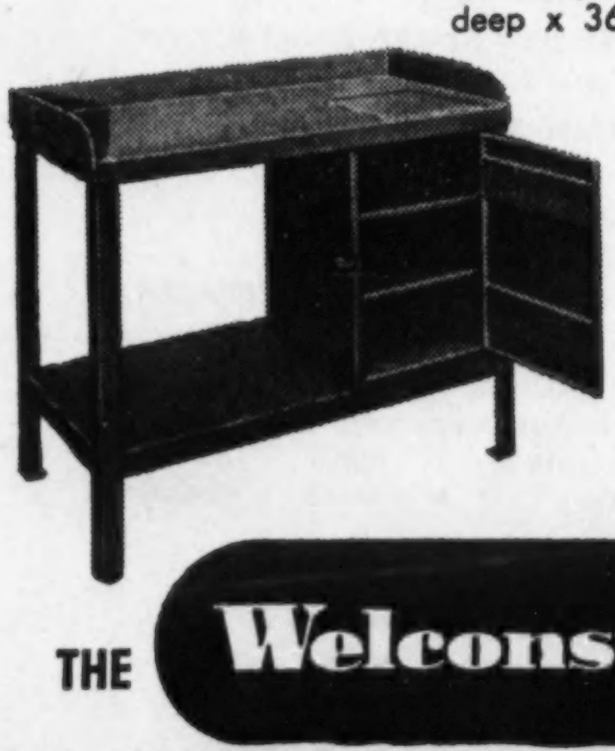

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Seen examining the first copies of a special newspaper produced in Russian for Tube Investments Ltd. are Mr. T. Lovell, T.I. Group Press Officer (left) and Mr. W. Friend and Mr. R. Bellamy of Graphic Designers Ltd.

Iraqi Ports Administration:

(141/66) Twist Drills. (Further Information.) Tender documents now available. E.S.B. 26226/66.*

(141/66) Cables and Accessories. August 25. E.S.B. 27378/66

(141/66) Timber. August 18. E.S.B. 27376/66.

(141/66) Paint Brushes. (Further Information.) Tender documents now available. E.S.B. 26436/66.*

(141/66) Paints for Vehicles. (Further Information.) Tender documents now available. E.S.B. 26227/66.*

(141/66) Safety Equipment. (Further Information.) Tender documents now available. E.S.B. 26435/66.

(143/66) Steel Wire for Ministry of Defence. September 10. E.S.B. 27385/66.*

(141/66) Pumps for Ministry of Oil. August 30. E.S.B. 27379/66.

IRISH REPUBLIC

(142/66) Construction of Reservoir for Cork County Council. August 19. E.S.B. 27392/66.

JORDAN

(142/66) Refuse Collectors for Amman Municipality. (Further Information.) August 15. E.S.B. 26260/66.*

Jordanian Electric Power Co. Ltd.:

(141/66) Steel Poles. August 16. E.S.B. 27323/66.*

(142/66) Transformers. August 16. E.S.B 27324/66.*

KENYA

(143/66) Aluminium Sheets for Ministry of Works. August 12. E.S.B. 27535/66.

(142/66) School Equipment for Municipal Council of Nakuru. August 15. E.S.B. 27534/66.

(143/66) Photogrammetric Project for Survey of Kenya. August 15. E.S.B. 27537/66.

KOREA

(139/66) Food Machinery for Office of Supply. August 18. E.S.B. 27150/66.*

MALAYSIA

National Electricity Board:

(141/66) Electricity Meters. August 15. E.S.B. 27305/66.

(141/66) Lifts. (Pre-qualification.) Apply by August 15. E.S.B. 27306/66.

NEW ZEALAND

General Post Office:

(140/66) Switchboard Lamps. August 29. E.S.B. 27172/66.*

(140/66) Communication Receiver. September 1. E.S.B. 27173/66.*

NIGERIA

Ministry of Works and Housing:

(142/66) Ceiling Fans. August 13. E.S.B. 27375/66.

(143/66) Generating Plant. August 13. E.S.B. 27533/66.

SINGAPORE, REPUBLIC OF

(140//66) Science and Laboratory Equipment for Central Supplies Office. August 17. E.S.B. 27189/66.*

(141/66) Pharmaceuticals for Ministry of Health. August 19. E.S.B. 27241/66.*

Public Utilities Board:

(138/66) Water Supply Equipment. September 6. E.S.B. 26530/66.

(139/66) Pumping and Auxiliary Plant. (Pre-qualification.) Closing date not known. E.S.B. 26566/66.

SOUTH AFRICA

Cape Provincial Tender Board:

(138/66) Textile Goods. August 12. E.S.B. 26526/66.*

(142/66) Blood Transfusion Equipment. August 19. E.S.B. 27513/66.*

(142/66) Cotton Tape. August 19. E.S.B. 27520/66.*

(142/66) Road Sign Materials. August 19. E.S.B 27521/66.*

(142/66) Pianos. August 12. E.S.B. 27519/66.*

(142/66) Domestic Hardware. August 16. E.S.B. 27510/66.*

(142/66) Surgical Instruments. August 12. E.S.B. 27509/66.*

(143/66) Textiles and Shrouding. August 19. E.S.B. 27511/66.*

(143/66) Haberdashery etc. August 16. E.S.B. 27512/66.*

State Tender Board:

(138/66) Transformers. August 17. E.S.B. 26086/66.*

(141/66) Meteorological Instruments. August 16. E.S.B. 27343/66.*

(141/66) Laboratory Equipment. August 11. E.S.B. 27341/66.*

(141/66) Laboratory Equipment. August 12. E.S.B. 27340/66.*

(141/66) Hoist. August 15. E.S.B. 27338/66.*

(141/66) Agricultural Laboratory Apparatus. August 16. E.S.B. 27339/66.*

(142/66) Testing Instruments. August 12. E.S.B. 27346/66.*

(142/66) Petroleum Amber. August 10. E.S.B. 27334/66.*

(142/66) Nozzle Cleaner. August 10. E.S.B. 27330/66.*

(142/66) Extension Ladders. August 10. E.S.B. 27335/66.*

(142/66) Crane. August 15. E.S.B. 27501/66.*

(142/66) Automatic Counter. August 12. E.S.B. 27342/66.*

(142/66) Centrifuge; Humidifiers. August 17. E.S.B. 27344/66.*

(142/66) Vibrators. August 11. E.S.B. 27328/66.*

(142/66) Sirens; Spotlights. August 15. E.S.B. 27337/66.*

(142/66) Electric Lamps. August 17. E.S.B. 27345/66.*

(143/66) Electric Cables. August 17. E.S.B. 27331/66.*

SPAIN

(138/66) Port Works for Junta de Obras y Servicios del Puerto de Gijon-Musel. August 16. E.S.B. 26573/66.

(139/66) Numbering Machine for Ministerio de Hacienda. August 22. E.S.B. 27161/66.

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SUDAN

(142/66) Steel Structures for Department of Agriculture. August 15. E.S.B. 27558/66.*

(138/66) Paper for the Government Printing Press. August 16. E.S.B. 27112/66.*

Sudan Railways:

(140/66) Underframes. September 1. E.S.B. 27194/66.

(140/66) Underframes. September 1. E.S.B. 27195/66.

(143/66) Air Compressor. September 8. E.S.B. 27560/66.*

SYRIAN ARAB REPUBLIC

(138/66) Miscellaneous Technical Equipment etc. for Ministry of Defence. Closing date not known. E.S.B. 26580/66.*

THAILAND

(143/66) Radio Equipment for Department of Land Transport. August 15. E.S.B. 27834/66.

(139/66) Electric Meters for Metropolitan Electricity Authority. September 6. E.S.B. 27121/66.*

(142/66) Fuse Base for Provincial Electricity Authority. August 16. E.S.B. 27358/66.*

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Royal Irrigation Department:

(143/66) Tractor Spare Parts. August 10. E.S.B. 27589/66.

(143/66) Tractor Spare Parts. August 10. E.S.B. 27590/66.

State Railway of Thailand:

(141/66) Railway Equipment. August 16. E.S.B. 27355/66.

(142/66) Cable. August 16. E.S.B. 27367/66.

(142/66) Carbon Brushes and Rings. August 30. E.S.B. 27366/66.

(142/66) Bolts and Nuts. August 17. E.S.B. 27369/66.

(143/66) Telephone Cable for Telephone Organization of Thailand. August 15. E.S.B. 27830/66.

(138/66) Aluminium Foil for Thailand Tobacco Monopoly. August 16. E.S.B. 27124/66.*

TRINIDAD AND TOBAGO

(142/66) Stay Rods for Trinidad and Tobago Electricity Commission. August 24. E.S.B. 27348/65.*

TURKEY

(141/66) Transformers for Cement Industries Corporation. August 15. E.S.B. 27198/66.*

(141/66) Printing Machines for Ground Forces Command. August 10. E.S.B. 27197/66.*

(140/66) Alternators for Naval Forces Command. August 15. E.S.B. 27178/66.*

(141/66) Electrical Equipment for PTT Administration. August 10. Tender documents (in Turkish) available. E.S.B. 26214/66.

Turkish Authorities:

(143/66) NATO. Building and Miscellaneous Works. Apply before August 19. G.D. 1719/66.

(143/66) NATO. Civil Engineering Works. Apply before August 19. G.D. 1746/66.

UNITED ARAB REPUBLIC (EGYPT)

Egyptian Railways:

(139/66) Nickel Cadmium Accumulators. August 17. E.S.B. 27185/66.

(139/66) Spring Washers. August 20. E.S.B. 27186/66.

(139/66) Steel Slat Conveyor. September 10. E.S.B. 27187/66.

URUGUAY

(140/66) Oil Tankers for Administracion Nacional de Combustibles Alcohol y Portland. November 16. Tender documents (in Spanish) available. E.S.B. 25907/66.*

(139/66) Grease Treating Equipment for Frigorifico Nacional of Montevideo. August 31. E.S.B. 27138/66.

VIETNAM

(139/66) Grinder for Cong-Ty Giay Va Hoa-Pham Dong Nai Cogido. August 19. E.S.B. 27171/66.*

ZAMBIA

Central Supply and Tender Board:

(138/66) Caravans. August 12. E.S.B. 27142/66.

(139/66) Textiles. August 12. E.S.B. 27147/66.*

(139/66) Autoclave. August 12. E.S.B. 27148/66.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of overseas inquiries for British products, agencies, export opportunities, market surveys, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin'.

The Bulletin, published daily from Monday to Friday, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form and specimen copy can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433. Telex 25977. Answer back: Bothillgate. Ldn.).

Copies of those issues, which contain further details of the following items, can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.

The number in brackets indicates the Bulletin in which the inquiry appeared. This number, the country and commodity should be quoted in all inquiries. (*Telephone inquiries to City* 5757, *Ext.* 427).

Australia

(141/66) Agency inquiry for light fittings for use with gas. E.S.B. 26768/66.

(141/66) Agency inquiry for miscellaneous goods. E.S.B. 23552/66.

(140/66) Inquiry for children's clothing; fancy goods; toys. E.S.B. 26723/66.

(141/66) Inquiry for air conditioners; domestic electrical appliances; hi-fi and stereo equipment. E.S.B. 26638/66.

(142/66) Inquiry for air filter service indicators. E.S.B. 26690/66.

(142/66) Inquiry for paper products machinery. E.S.B. 25839/66.

(142/66) Inquiry for resins. E.S.B. 26715/66.

(142/66) Inquiry for steel strapping. E.S.B. 27022/66.

Austria

(139/66) Agency inquiry for textile piece-goods. E.S.B. 25996/66.

(143/66) Agency inquiry for hydraulic power steering. E.S.B. 20656/66.

(142/66) Manufacture under licence – building products; ceramic products; chemical products. E.S.B. 26795/66.

Bahamas

(141/66) Inquiry for drawing office equipment. E.S.B. 14933/66.

(141/66) Inquiry for ice-cream dry powder mix; wooden confectionery sticks. E.S.B. 26471/66.

Bolivia

(142/66) Inquiry for jersey knitwear; woollen fabrics. E.S.B. 26933/66.

(142/66) Inquiry for trailers. E.S.B. 26788/66.

British Honduras

(139/66) Agency inquiry for foodstuffs. E.S.B. 6822/65.

(142/66) Agency inquiry for fishing gear; foodstuffs. E.S.B. 26172/65.

(142/66) Inquiry for equipment and supplies for the fishing industry. E.S.B. 26772/66.

Bulgaria

(138/66) Inquiry for construction equipment. E.S.B. 24850/66.

(142/66) Inquiry for mining equipment. E.S.B. 26661/66.

Canada

(139/66) Agency inquiry for men's knitwear and outerwear. E.S.B. 25899/66.

(139/66) Agency inquiry for railway equipment. E.S.B. 25811/66.

(143/66) Agency inquiry for crockery and earthenware. E.S.B. 27483/66.

(143/66) Agency inquiry for marine equipment. E.S.B. 11917/66.

(141/66) Inquiry for amplifiers. E.S.B. 26702/66.

(141/66) Inquiry for clothing; jewellery and ornaments; knitwear; leather goods; sportswear; tweeds. E.S.B. 26366/66.

(141/66) Inquiry for dental dressings. E.S.B. 26670/66.

(142/66) Inquiry for print-off record scale. E.S.B. 26452/66.

Chile

(141/66) Inquiry for textile machinery. E.S.B. 26705/66.

Colombia

(143/66) Inquiry for refrigerator parts and sealed units. E.S.B. 26854/66.

Congo Republic

(142/66) Inquiry in respect of exploration drilling programme. E.S.B. 27651/66.

Denmark

(142/66) Agency inquiry for hydraulic and pneumatic packings. E.S.B. 26322/66.

Denmark/Czechoslovakia

(138/66) Trade Agreement. C.R.E. 4345/G.

Finland

(141/66) Agency inquiry for catering equipment; hotel and restaurant equipment. E.S.B. 26379/66.

France

(139/66) Agency inquiry for hardware; heating appliances; lawn mowers; tools. E.S.B. 26155/66.

(140/66) Agency inquiry for caravans. E.S.B. 26195/66.

(141/66) Agency inquiry for furniture. E.S.B. 26601/66.

(141/66) Agency inquiry for measuring instruments. E.S.B. 26619/66.

(143/66) Agency inquiry for domestic heating supplies. E.S.B. 27272/66.

(143/66) Agency inquiry for industrial supplies. E.S.B. 27274/66.

(138/66) Inquiry for cakes and sweets. E.S.B. 18181/66.

(138/66) Inquiry for furniture. E.S.B. 25848/66.

(139/66) Inquiry for consumer goods. E.S.B. 25984/66.

(142/66) Inquiry for clothing. E.S.B. 26937/66.

(143/66) Inquiry in respect of furnaces; machine tools. E.S.B. 6281/66.

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Germany, Federal Republic of
(142/66) Agency inquiry for automotive and aircraft accessories and components; metals; technical products. E S B. 27057/66.
(142/66) Agency inquiry for electrical appliances. E S.B. 20784/66.
(142/66) Agency inquiry for woollen fabrics. E.S.B. 26838/66.
(143/66) Agency inquiry for piece-goods. E.S.B. 27300/66.
(139/66) Inquiry for steel wire rod. E.S.B. 26394/66.
(140/66) Assimilation levels on sugar confectionery. C.R.E. 6965/65.
(142/66) Inquiry for baking machinery; packaging machinery; transport equipment. E.S.B. 26708/66.
(142/66) Inquiry for electronic and electrical industrial products. E.S.B. 20658/66.
(142/66) Inquiry for locks. E.S.B. 26808/66.

Greece
(139/66) Agency inquiry for automobile and garage equipment. E.S.B. 26138/66.
(142/66) Agency inquiry for fancy paper; raincoat material; synthetic textiles. E.S.B. 26945/66.
(142/66) Agency inquiry for foodstuffs. E.S.B. 26961/66.
(142/66) Inquiry for tape recorders; magnetic tape; machinery. E.S.B. 19884/66.

Hong Kong
(141/66) Inquiry for handbags; shoes; women's wear. E.S.B. 26359/66.

India
(141/66) Inquiry for china clay mining and lavigating machinery; ceramic making machinery. E.S.B. 24447/66.

Iraq
(141/66) Agency inquiry for duplicating machines; typewriters. E.S.B. 26414/66.
(138/66) Inquiry for yarns. E.S.B. 25943/66.

Israel
(142/66) Agency inquiry for water sports equipment. E.S B. 27229/66.
(142/66) Agency inquiry for yarns. E.S.B. 27233/66.
(141/66) Inquiry for office equipment and efficiency systems. E.S.B. 26355/66.
(141/66) Inquiry for science teaching equipment and apparatus. E.S.B. 20090/66.
(142/66) Inquiry for auto parts and accessories. E.S.B. 25399/66.
(142/66) Inquiry for household appliances. E.S.B. 27207/66.
(142/66) Inquiry for printing ink. E.S.B. 27217/66.
(142/66) Inquiry for punching machine. E.S.B. 25600/66.
(142/66) Inquiry in respect of chalk making machinery. E S.B. 27215/66.
(142/66) Inquiry for rust removing equipment. E.S.B. 27210/66.

Italy
(141/66) Agency inquiry for bedspreads. E.S.B. 26639/66.
(141/66) Agency inquiry for ferric alloys. E.S.B. 26711/66.
(141/66) Agency inquiry for packaging machinery and equipment. E.S.B. 26673/66.
(141/66) Agency inquiry for polyethylene film. E.S.B. 26665/66.
(141/66) Agency inquiry for shelving and display equipment. E.S.B. 26829/66.
(142/66) Agency inquiry for chemicals. E.S.B. 27225/66.
(143/66) Agency inquiry for knitwear. E.S.B. 27488/66.
(138/66) Inquiry for thermal treatment equipment. E.S.B. 24390/66.
(141/66) Inquiry for alcoholic beverages. E.S.B. 26500/66.
(141/66) Inquiry for floor coverings. E.S.B. 26679/66.
(142/66) Inquiry for giftware. E.S.B. 26500/66.

Jamaica
(142/66) Agency inquiry for hydraulic engineering supplies. E.S.B. 27033/66.

Jordan
(139/66) Agency inquiry for agricultural products; baby foods; cosmetics; hospital equipment; pharmaceuticals; pre-fabricated buildings; surgical instruments; veterinary products. E S B. 25398/66.
(142/66) Agency inquiry for dairy products; pharmaceuticals. E.S.B. 27266/66.
(142/66) Agency inquiry for metal products; piece-goods; p.v.c. sheets. E S B. 27218/66.
(143/66) Agency inquiry for builders' supplies. E.S.B. 27099/66.

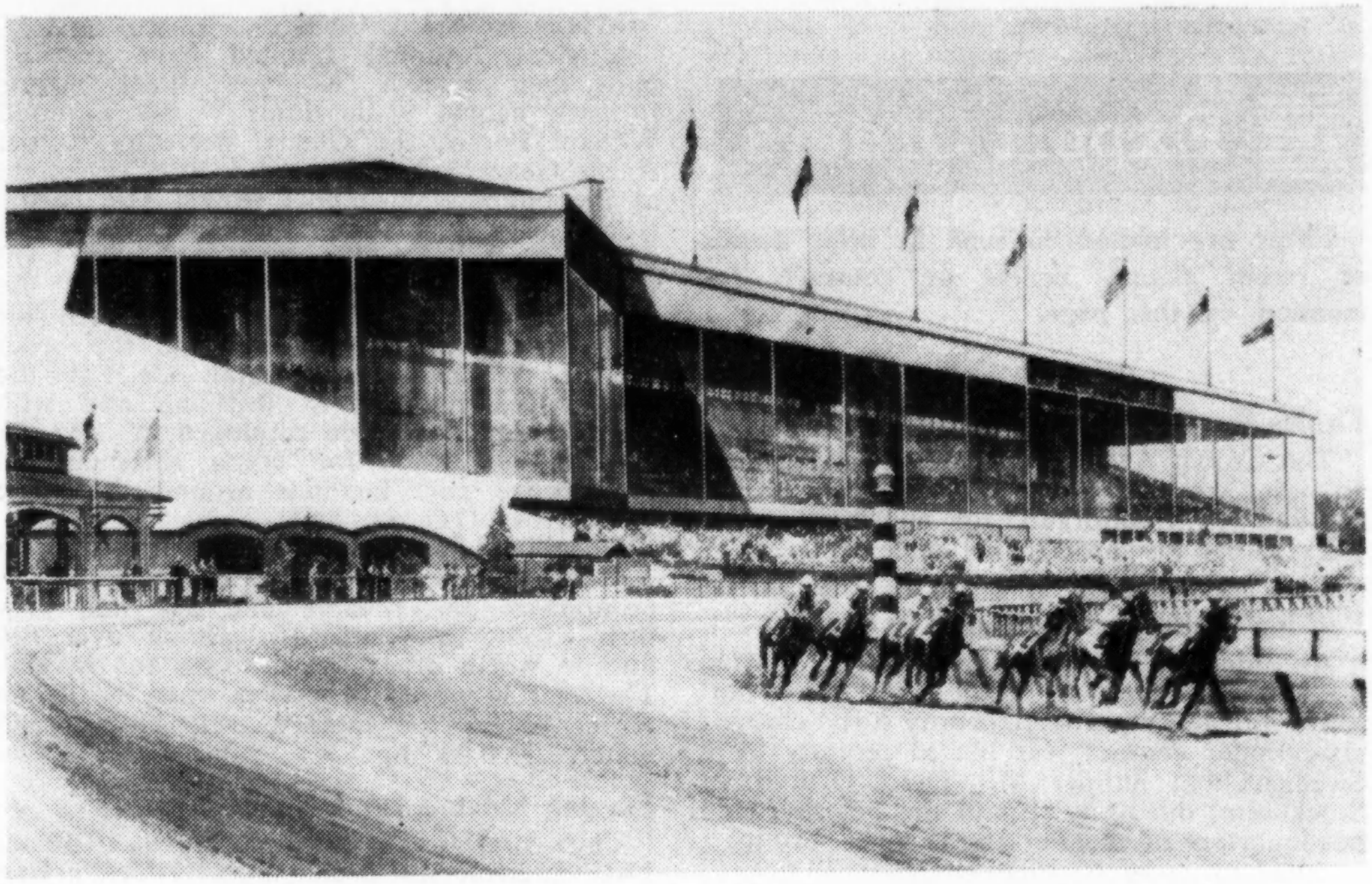
Kenya
(141/66) Inquiry for roofing nails. E.S.B. 25850/66.

Lebanon
(141/66) Agency inquiry for cellulose bags; hosiery supplies; knitting machines; yarns. E.S.B. 26438/66.
(141/66) Inquiry for engineering products. E.S.B. 23626/66.
(142/66) Inquiry for parking meters. E.S.B. 26736/66

Luxembourg
(143/66) Inquiry for generators. E.S.B. 26995/66.

Malaysia
(139/66) Inquiry for envelope opening machines. E.S.B. 25837/66.

Mexico
(141/66) Inquiry for machine tools. E.S.B. 26607/66.



Pilkington Brothers Limited have won a United States order, worth nearly $250,000, *to supply what will probably be the largest suspended 'window' in the world. Weighing* 130 *tons* (150 *tons US) and constructed from panels of toughened glass, the* 800*ft. long by* 36*ft. high 'window' will be used to glaze the* 15,000 *capacity club-house and grandstand at the Laurel Race Course, Maryland, home of America's premier invitation race, the Washington DC International. This is the first United States sale of a Pilkington suspended assembly system, and the order was won against strong foreign competition.*

Netherlands
(140/66) Inquiry for electrical installations. E.S.B. 26748/66.

New Zealand
(143/66) Agency inquiry for metal working machinery. E.S.B. 26925/66.
(139/66) Inquiry for box filling machinery. E.S.B. 24894/66.

Pakistan
(143/66) Inquiry for dry cell plant; furnace. E.S.B. 27655/66.

Poland
(142/66) Inquiry for cherry stoning machines. E.S.B. 24538/66.

Rumania
(139/66) Inquiry for amplifiers. E.S.B. 25314/66.

Singapore
(142/66) Agency inquiry for toys. E.S.B. 26176/66.
(141/66) Inquiry for electrical and electronic supplies; varnishes. E.S.B. 26370/66.

South Africa
(138/66) Agency inquiry for domestic appliances; fancy goods; photographic goods. E.S.B. 26490/66.
(138/66) Inquiry for candlewick products; textile articles. E.S.B. 25962/66.
(142/66) Inquiry for contractors; motor starters. E.S.B. 26451/66.
(143/66) Inquiry for chemical and pharmaceutical raw materials. E.S.B. 27428/66.

South West Africa
(143/66) Agency inquiry for engineering equipment; mining equipment. E.S.B. 27493/66.

Spain
(140/66) International Congress of Horology. E.S.B. 31520/65.

Sudan
(141/66) Inquiry for hotel equipment. E.S.B. 26649/66.

Sweden
(141/66) Agency inquiry for carpet accessories; carpet laying tools. E S.B. 26498/66.
(141/66) Agency inquiry for chemicals; chemical industry raw materials and stabilisers. E S.B. 26605/66.
(141/66) Inquiry for laminted velvet. E.S.B. 26450/66.

Switzerland
(139/66) Agency inquiry for adhesive tapes; office stationery; geometry sets. E S B. 26151/66.
(139/66) Agency inquiry for women's clothing. E.S.B. 25985/66.
(141/66) Agency inquiry for elastomeric fabric. E.S.B. 26424/66.
(141/66) Agency inquiry for cuff-links; leather goods; men's wear. E.S.B. 26374/66.
(141/66) Agency inquiry for electronic equipment; railway equipment. E.S.B. 26731/66.
(141/66) Agency inquiry for piston compressors. E.S.B. 26716/66.
(142/66) Agency inquiry for riding wear and equipment. E.S.B. 26994/66.

Thailand
(139/66) Agency inquiry for cosmetics. E.S.B. 25876/66.
(143/66) Inquiry for battery plates and separators. E.S.B. 27631/66.

Trinidad and Tobago
(142/66) Agency inquiry for cordage, household utensils; imitation jewellery; paint brushes; pipe fittings; synthetic plastics; travel goods; toys and games; wire products. E.S.B. 26628/66.
(142/66) Inquiry for jam making equipment. E.S.B. 26675/66.

Turkey
(140/66) Inquiry for gas and petroleum handling and industrial equipment. E.S.B. 24978/66.

Uganda
(142/66) Inquiry for jute bags. E.S.B. 27282/66.

United States of America
(138/66) Inquiry for radio equipment. E.S.B. 25782/66.
(138/66) Manufacture under licence – low pressure boilers. E.S.B. 25832/66.
(138/66) Manufacture under licence – restaurant equipment. E.S.B. 23990/66.
(140/66) Inquiry for furnishing accessories. E.S.B. 26762/66.
(142/66) Inquiry for resistors. E.S.B. 26974/66.
(143/66) Inquiry for battery operated vehicles. E.S.B. 27299/66.

Uruguay
(143/66) Inquiry for aeroplane accessories. E.S.B. 27084/66.

Vietnam
(140/66) Liberalisation of imports. E.S.B. 12446/66.

Zambia
(139/66) Agency inquiry for consumer goods; clothing; haberdashery; hardware; textiles; tinned food; E.S B. 18113/66.
(142/66) Inquiry for bottles; crown corks; fruit concentrates. E.S.B. 26951/66.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London.* E.C.2 (*Monarch* 6699). *The department has* 16 *local offices in various parts of the United Kingdom. A list was given on page* 508 *of the* Board of Trade Journal, *May* 27, 1966.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Cables for Malaya

The Crown Agents for Malaya have placed an order worth £30,000 with Aberdare Cables Limited, of Glamorgan, for 10,000 yards of 11kV paper insulated mains cable.

Perkins' units for Stockholm

An order for 50 Perkins four-cylinder marine diesel engines with the Mark II Z Drive Transom Unit and eight horizontally turbo-charged six-cylinder engines was placed recently by a Swedish boat builder Mr. Thure Ornryd, of Stockholm, during a visit to the Peterborough headquarters of the Perkins Engines Group.

500 orders for ICT 1900 Series

Orders for the British-designed and manufactured ICT 1900 Series of computers have now reached 500 – one-third for export. This order figure, which exceeds the sales of all previous ICT computers over the last 10 years, was reached in just 21 months. Of the 500 orders, worth over £61 million, 131 have already been delivered.

Nigerian new towns get British electrical equipment

South Wales Switchgear Limited of Blackwood, Monmouthshire, have received an order worth £25,000 for 11kV and 33kV transformers for the Eastern Region New Towns Development being carried out by the Nigerian Electricity Corporation. The transformers range in size from 5,000kVA to 25kVA.

Telephone equipment for Australia

Associated Automation Ltd. a member of the Elliott Automation Group are now shipping production quantities of a completely new electronic telephone coin box to the Australian Post Office. The initial order is worth over £500,000.

The telephone coin box was designed to meet the special conditions existing in Australia and is suitable for connection to any type of telephone exchange. It was designed by the same team who won the Design Centre Award for the Pay-on-Answer telephone currently being introduced into the United Kingdom.

BICC busbar system for South Africa

British Insulated Callender's Construction Company Limited has received an order from the Electricity Supply Commission of South Africa for the supply of busbars and associated equipment at Ingagane Power Station 150 miles south east of Johannesburg.

The busbar connections will consist of double 5in. x 5in. copper angle sections designed to carry 6,100 amps at a normal loading of 10.5 kV between three 110 MVA alternators and the generator transformer. The whole busbar system will be screened by means of expanded aluminium on a structural framework of aluminium alloy.

This order follows a previous one for alternator connections of a similar design for the Komati Power Station east of Johannesburg, which is now in commission.

Mirrlees build 1000th 'K'

Mirrlees National Limited have recently built their 1,000th 'K' type diesel engine, formally named 'Millensimus' by Mr. Ormond William Porter, the Official Secretary to the Agent General of Queensland, at a ceremony at the builders' Stockport works. The engine is one of two KSSDM7 cylinder main propulsion units, each having a rating of 1,470 bhp at 350 rpm, to be installed in the Australian dredger WDA *Southern Cross*. This vessel is currently being built to the order of the Westminster Dredging Co., at the Evans Deakin Yard in Brisbane and will, when commissioned, be employed to clear the Port of Gladstone for ocean shipping and to improve port facilities around the Cape York area of Queensland.

Since its introduction in 1952 the Mirrlees 'K' range of diesel engines has proved extremely economical and reliable and has had very high export sales records, earning over £20 million worth of export business for Britain. The total 'K' power in service, when its 1,000th engine leaves the factory, will be approximately 2,000,000 hp.

Staging ordered for EAA VC10s

The Aircraft Division of Martin Thomas Ltd. received an order recently from East African Airways. The order, valued at approximately £18,000, is the first received by Martin Thomas from the African Continent, and is for a Hi-Way aircraft service dock, comprising eight basic units for the EAA Maintenance Base in Nairobi.

The equipment is to be tailor-made for EAAs Super VC10s and its delivery is timed to coincide with that of the first of three new aircraft.

New entry in export field

Coolag Ltd., of Glossop, who entered the export field only eight months ago, are currently completing a contract valued at £16,000 for the supply of high efficiency thermal insulation material for the new oil refinery being constructed at Ghent for Texaco Belgium SA.

Watching the hand painting of 'Florentine', a best selling fine bone china tableware design in the United States is (left) Mr. J. Chadwick, Commercial Minister at the British Embassy in Washington. Mr. Chadwick who was making a tour of the Wedgwood factory at Stoke on Trent was accompanied by Mr. W. Billington, curator of the Wedgwood Museum.

Leyland's big Danish order

The Leyland Motor Corporation has announced the receipt of an order from the Copenhagen Municipal Transport Authority to supply 270 single-decker buses worth approximately £2.5 million.

The buses will be built from Leyland components at the Silkeborg factory of Leyland's Danish affiliate company DAB (Dansk Automobil Byggeri). They will seat 44 with 47 standing and will feature air suspension and automatic transmission. Designed in close co-operation with the municipalities of Copenhagen and Frederiksberg, they will be among the most modern one-man operated buses in the world. Top executives of Copenhagen Municipal Transport accompanied the Lord Mayor of Copenhagen on a special mission to sign the contract in London. Copenhagen now runs only Leyland buses and there are nearly 600 of them at present in operation in the city.

£80,000 railway order from Australia

Through their stockists in New South Wales, Australia – Bearing Service Company of Australia Pty. Ltd. – the Hoffman Manufacturing Co. Ltd., Chelmsford, have received an order worth more than £80,000 to supply motor suspension tubes. These tubes will support the traction motors fitted to new suburban and main-line electric trains being built for the New South Wales Government Railways. Incorporating Hoffmann roller bearings, the suspension tubes are similar in design to those supplied by Hoffmann to the New South Wales Government Railways a few years ago. This order was won by Hoffmann despite keen competition from other major bearing manufacturers throughout the world. Delivery is to be phased over the next three years.

Cable for Tehran

In the face of strong competition from Japan and the Continent, Pirelli General Cable Works Ltd. has successfully negotiated a contract with the Tehran Regional Electricity Company for the supply and jointing of 63,000 volt oil-filled cable and associated equipment worth approximately £340,000.

This will be the first oil-filled cable the company has supplied to Iran. The majority of the cable will be used to connect the new power station at Farahabad to three substations in the centre of the city of Tehran. There is also a 9 km route in the northern part of the city through the Shemiran district to Ozgol sub-station.

Alfa-Romeo order British ventilators

Environmental and fire ventilation for Alfa-Romeo's new foundry and forge at Arese, near Milan will be provided by British equipment supplied by Colt Ventilation and Heating Ltd., Surbiton, Surrey, who designed the ventilation system. Equipment includes automatic rain sensitive controls for the ventilators. The order is worth £40,000 and delivery of the first 200 ventilators to Arese was made on June 27, 1966.

Trial order from China

Hygrotherm Engineering Ltd., Manchester, have received an initial trial order for one of their electrical packaged heaters from the Chinese Peoples Republic. The type ordered is the EPW, having welded-in elements. Heater coils, circulating pump, control panel, pipework and valves are all mounted, lagged and enclosed in a shop-assembled unit supplied ready for connecting up to a 400/440 volt AC three-phase 50 cycle supply.

Austria orders HS748s

Austrian Airlines, the Central European flag line, has placed an order with Hawker Siddeley Aviation for two Hawker Siddeley 748 aircraft to replace their DC-3s.

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of the Board of Trade Journal *of June 24. Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page viii of June 24 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

BSI director leads delegation to Russia

A DELEGATION from the United Kingdom led by Mr. H. A. R. Binney, director of the British Standards Institution, and including representatives of the Scientific Instrument Manufacturers' Association (SIMA) and the Ministry of Technology visited the USSR last month. The purpose of the visit was to discuss the problems of standardization and test and calibration methods for high-precision instruments and to further Anglo-Soviet co-operation in this field. The delegation provided information on Britain's instrument testing and calibration services and sought to establish the requirements of users in the USSR so that the export of instruments could be facilitated. Members of the delegation saw Russian instrument manufacture and visited research, metrology and standards centres.

African sales tour opens up new markets

STRONG COMPETITION for the sale of roofing materials and accessories in Africa from China, Canada, Sweden, Yugoslavia and from some local manufacture is reported by Mr. R. Davis, export sales executive for D. Anderson & Son Ltd., Stretford, Manchester. Mr. Davis recently completed a 10-week tour of the Continent selling tropical roofing felt, mastics and other roofing materials formed in polyester resin and aluminium, particularly suited to tropical locations.

'It was no holiday, not even a working one, but the results were worth it', states Mr. Davis. Orders were secured in 11 of the 12 countries visited, six of them entirely new markets for Anderson's. In one case a ban on imports of roofing felt had to be lifted before doing business. Orders were not all large but they open up potentially large markets. Currently Africa accounts for 15 per cent of Anderson's exports. Mr. Davis is sure that sales to Africa can be doubled within 18 months and he will make a second visit within this period.

In planning the trip Mr. Davis says he found the advance information available from the Board of Trade invaluable, as was the help he received from the commercial sections of British Embassies in the various countries. Mr. Davis is now on a sales tour of France, Spain, Portugal and Gibraltar.

To sell plastic laminates in the Middle East

OFF TO THE MIDDLE EAST next month to sell British skill in the use of plastic laminates to conserve water, is Mr. C. O. Forestier-Walker, managing director of Laminor Ltd., (Drake & Gorham, Scull group). He proposes to introduce the Laminor service of designing and applying glass fibre reinforced laminates to water retaining structures such as dams, reservoirs, irrigation channels; municipal buildings such as abattoirs, sewage works as well as chemical and petro-chemical process plants associated with the development of the country. Laminor claim unique experience in the manipulation of plastics in tropical climates and have already carried out successful contracts in Syria, the Arabian Gulf, Aden, Lybia, and elsewhere.

Fact finding in United States

MR. P. H. SHAW, managing director of W. H. Shaw & Son Ltd., pallet manufacturers, has this month spent two weeks visiting manufacturers and users of timber pallets in the United States. He also attended the three day conference of the American Pallet Manufacturers' Association at Madison, Wisconsin, where he was the only British businessman present. The purpose of Mr. Shaw's trip was to study American manufacturing techniques, particularly with a view to solving his company's production problems and enabling it to offer shorter delivery and thus become more competitive in home and overseas markets.

British glass manufacturers visit Czechoslovakia

REPRESENTATIVES from British firms producing hand-made domestic glassware visited Czechoslovakia from June 18-26. This followed a visit from a Czech glass delegation to the United Kingdom in April this year.

These reciprocal visits are arranged primarily to exchange technical information on the hand-made section of the glass industry. Visits have been exchanged in recent years with French and Scandinavian glass manufacturers, and similar arrangements with Western Germany are proposed for 1967.

EXPORT ORDERS, *continued*

Machine tool order for China

An export order worth over £23,000 has been won by John Lang and Sons Ltd. (a member of the Wickman Group). It is for two lathes for China, and was placed by the China National Machinery Import and Export Corporation, Peking.

Large export order for distillation plant

Aqua-Chem International Limited in association with De Pretto Escher-Wyss of Schio have secured a contract valued at approximately £170,000 for the supply of three seawater distillation units to Shell Italiana SpA.

Plastic plant for China

The Chemical Plant Division of L. A. Mitchel Limited, Manchester, in collaboration with Scott Bader & Co. Ltd., of Wellingborough, have contracted to supply an unsaturated polyester resin plant for the People's Republic of China. The plant is valued at approximately £30,000 and is planned to be in production before the end of 1966.

Export orders for Braby pumps

Two large export orders for centrifugal self-priming pumps valued at more than £70,000 were announced on March 14 by the Braby of Britain Group. The pumps will be used to aid irrigation schemes in Bangkok and Libya.

Japan and Hong Kong buy Hayter Mowers

Export orders from Japan and Hong Kong for 10 Rotamowers and 50 powered lawn mowers respectively have been secured by Hayters Ltd. of Bishop's Stortford. Approximately 20 per cent of Hayters production is exported to over 80 overseas markets.

Bright annealing line 'down under'

The first process line in Australia for the bright annealing of stainless steel strip is nearing completion at the works of Commonwealth Steel Company Limited, New South Wales. AEI-Herr Limited, of Westgate, Aldridge, near Walsall, has the contract for design, manufacture, erection and commissioning of the entire project. Worth £400,000, the process line will be the largest in the Commonwealth and one of the largest in the world. It will handle stainless steel strip over 4 ft. wide at an output of over four tons per hour. A tower, 150ft. high, houses a vertical bright annealing furnace which is a special feature of the line. The furnace was designed by AEI-Birlec Limited, an associate company to AEI-Herr. The furnace structure and casing were built in Australia but all the other specialized items for the line were manufactured in this country and shipped to site.

Wilmot Breeden Truflo to expand exports

In June, 23 agents from 10 European countries met at the Birmingham works of Wilmot Breeden Truflo Ltd., in preparation for a big sales drive in Europe. Thirty-five per cent of Truflo production of stainless steel pipe systems go in direct exports to the petro-chemical, nuclear and processing industries of Europe and current orders include £50,000 worth of fittings for a petro-chemical complex in Belgium, £50,000 worth of ball valves for Norway and pipe, fittings and valves totalling £100,000 for an artificial fibre plant in Russia.

£18,000 lifts for Bahrain

The Express Lift Co. Ltd., of Northampton – a subsidiary of the GEC – has been awarded an £18,000 order through George Wimpey & Co. Ltd. for lifts for the Bahrain Township Secretariat Building, Bahrain. The order calls for three 150 f.p.m. passenger lifts each holding 16 persons.

Davy-United order for S. Africa

Scaw Metals Limited have appointed Davy and United Engineering Company Limited of Sheffield (a member of the Davy-Ashmore Group) as main contractor for the supply and installation of a Davy-United billet mill and a Morgan merchant bar and rod mill at Scaw's Union Junction Works, Germiston, near Johannesburg. As main contractors, Davy-United will be responsible for the erection and commissioning of the plant including the necessary cabling. They will also be responsible for co-ordinating the engineering services covering equipment supplied by them as well as additional equipment such as buildings, foundations, and reheating furnaces required within the mill perimeter. The value of the contract placed with Davy-United is approximately £2½ million. The mill is expected to come into operation during the second quarter of 1968.

£1.4 million undersea cable

A complete undersea telephone cable system linking Venezuela and the Virgin Islands is being supplied by Standard Telephones and Cables Limited of London. Orders placed for cable, repeaters, equalizers and certain terminal equipment amount to £1.4 million. The new cable extends between Maquetia, Venezuela, and St. Thomas, Virgin Islands, a distance of 550 nautical miles, and 22 repeaters (i.e. booster amplifiers) have been placed at intervals along the route. The system, which will be able to carry 80 simultaneous high quality telephone conversations, is expected to be in operation in August.

LETTERS OF APPRECIATION

The letters quoted below have been sent by United Kingdom businessmen to home or overseas officers expressing appreciation for their help. A list of British commercial representatives was published in June 24 issue.

UNITED STATES

I have recently returned from a three week visit to the United States to explore the possibilities of sales of our product now coming into production. My first impression is that there are very good prospects if the sales are handled correctly.

I wish to express to you and your Commercial Officers in San Francisco, Los Angeles, Cleveland, Boston and New York my most sincere thanks for help and assistance. As one of the production men turned salesman for exports, I have found the assistance offered by the Board of Trade and the Commercial Officers to be most satisfactory and would not hesitate to recommend all would-be exporters to use the facilities your organization provides.

Vitreous Carbons Ltd., Bishop Auckland, Co. Durham.

BURMA

Further to our conversation on the telephone this morning, I felt that you would be encouraged to know that a quotation we made to Burma for an Air Break Circuit Breaker/Fused Switchboard, arising from your inquiry ESB— has been successful, resulting in an order received today.

I have asked our Export Department to keep you informed of successful quotations made against ESB references so that you could inform the Embassies concerned of the success of their efforts.

George Ellison Ltd., London, W.2.

CENTRAL AMERICA

Having recently completed a business trip to South America and the Caribbean countries I should like to express my appreciation of the services rendered by your Commercial Officers during my visit to the above areas.

They were most helpful in every way as also were the Board of Trade people in Manchester in preparing the necessary contacts with your Officers on my arrival in the different countries.

Greengate & Irwell Rubber Co. Ltd., Salford, Lancs.

BRUSSELS

Thank you for your letter and the attached dossier on potential representatives. . . .

I would like to congratulate you on the excellent manner in which these lists have been made up and the useful information given.

Contam Export Ltd., London, W.C.2.

TOKYO

I was most grateful indeed for your letter. The information your colleagues in Tokyo were able to provide on the diazo copying industry in Japan was very much appreciated.

I fully understand how difficult it is to obtain this sort of information in Japan. I was therefore all the more surprised that the commercial officers there were able to find as much as they did.

Bridge Chemicals Ltd., Welwyn Garden City, Herts.

I would like to place on record my appreciation of the very kind reception which you gave to me when I visited you recently.

I am sure that our agents will find your help invaluable in the future should they ever run into any trouble when dealing with the importation of our printed papers.

No doubt you will be pleased to hear that we are very satisfied with our initial efforts in this market, and we sincerely hope that the business will expand in the future.

Harrison and Sons Ltd., London, W.1.

KJELD LARSEN

Sir John Henniker-Major, the British Ambassador in Copenhagen, and Mr. Patrick Stobart, the Commercial-Attache (centre), in conversation with Mr. F. T. Levy, director of the Cona Coffee Machine Company at the company's stand at the First International Hotel and Restaurant Exhibition which was held at the Forum in Copenhagen.

BERLIN

My colleague and I returned from our Berlin trip on Tuesday, and I would like to take this opportunity of expressing, on behalf of the company, our thanks for the excellent co-operation we have received from yourself, your department in Leeds and also the Commercial Attache in Germany, whom we met after our discussions with the Berlin Senate.

The smoothness of the arrangements and the efficiency of your service, in my view, reflects very great credit on your department. It is, as you know, our first contact with you and we are certain that it will not be long before we shall again be calling on you for assistance.

Stephenson Developments (1963) *Ltd., Huddersfield.*

ITALY

We are pleased to inform you that an agreement has been reached for the sale of Willerby Caravans in Italy. The first consignment of caravans has recently been shipped and we look forward to good trading with this company.

Willerby Caravan Co. Ltd., Hull.

SOUTH AFRICA

We thank you for your letter regarding South Africa and are pleased to advise that we are in communication with . . . . In addition, we have received three orders via Johannesburg.

We would certainly like to thank you for your efforts on our behalf. We must congratulate you on the energy and speed with which you have helped us into this market.

The Economic Supply Service, London, S.E.27.

CANADA

Twenty years ago, we didn't export anything at all, and then probably about 15 years ago we decided we'd try the export business. We got one customer in Canada, and we did quite well out of this customer, and we realized then of course we could improve our exports and we did various things. We wrote to the Board of Trade who helped us considerably, and then we tried several agents in other countries who in turn got us orders from abroad and since then we've increased exports ever since; we're exporting now to about 15 countries.

Extract from an interview with Mr. Cyril Egginton, of Egginton Bros. Ltd., Sheffield, on the BBC World Service programme, 'From the North of England'.

New Zealand wasn't too far away for its first traders

The *Arawa*
An imaginary view of one of the 70-100 foot 'double canoes' used by the Maoris in their great trans-Pacific migration to N.Z. in 1350

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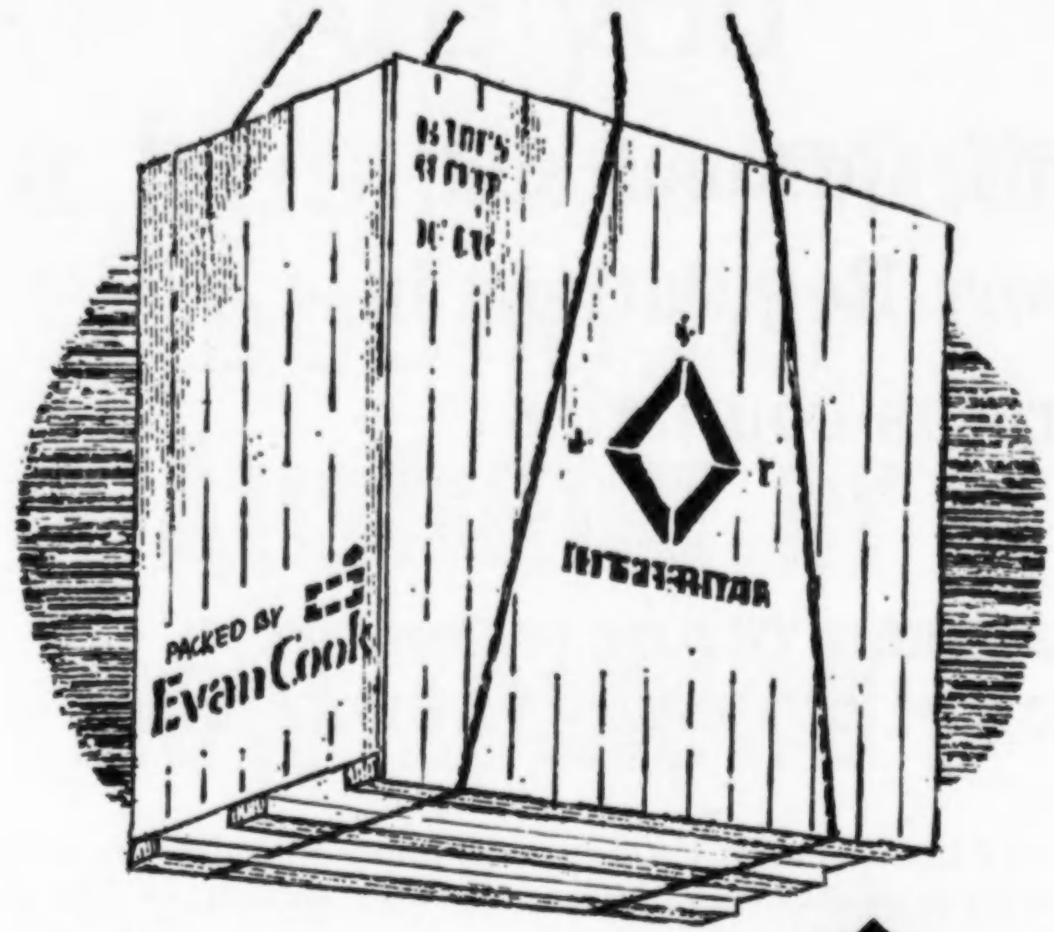

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Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN MINISTER for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act 1961-65:

(a) whether **knitted garments (known in the trade as knitted shirts)** falling within sub-item 60.04.1 or 60.04.5 or paragraph 60.05.11, 60.05.12 or 60.05.19 of the Customs Tariff 1966, not being singlets, underpants, women's lingerie, skirts, bathing costumes, costumes, dresses, robes, slacks, shorts or romper sets, have been or are being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of those goods is causing or is threatening injury to an Australian industry.

This matter has been reported by Her Majesty's Minister (Commercial) at Canberra who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In this instance notification should be given to the Australian authorities **not later than August 11.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 1220/66.

Tariff Board inquiries

THE AUSTRALIAN MINISTER for Customs and Excise has referred to the Tariff Board for inquiry and report the following questions being matters arising out of Section 7 of the Customs Tariff (Dumping and Subsidies) Act, 1961-65:

(a) whether **high speed steel drill rod,** tariff item 73.15.491, circular cross section diameter not less than 0.062 inches and not more than 0.531 inches, has been or is being sold to a person in Australia at an export price which is less than the normal value in the country of exportation;

(b) whether, if the answer to (a) is in the affirmative, the importation of the goods is causing or is threatening injury to an Australian industry.

It should be noted that for the purposes of this reference 'high speed steel' means alloy steel containing chromium and vanadium and in addition:

(i) molybdenum and tungsten in such percentages by weight that the sum of the number equal to the percentage of tungsten and the number equal to twice the percentage of molybdenum is not less than 13½;

(ii) not less than 7 per cent by weight of molybdenum;

(iii) not less than 14 per cent by weight of tungsten.

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than August 16.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 992/66.

SINGAPORE

Removal of import restrictions - fishing nets

THE BOARD OF TRADE have received Notice to Singapore Importers No. 26 of 1966 which states that with effect from July 5, 1966, the importation of fishing nets is no longer subject to specific import licensing and quantitative import restriction. Item No. 29, 'Fishing nets of synthetic or artificial fibres', should, therefore, be deleted from the First Schedule to the Prohibition of Imports (General Licence) Notification, 1965.

Pioneer Industries Ordinance

THE BOARD OF TRADE have been informed by cable that the Singapore Government proposes to declare the following industry and product to be a Pioneer Industry and a Pioneer Product under the Pioneer Industries (Relief from Income Tax) Ordinance, 1959:

Industry	*Product*
Manufacture of Footwear	Footwear with plastic soles and uppers of leather, textile materials or PVC leather (minimum of 100,000 pairs per annum for export).

This means that the Minister of Finance is satisfied that the product mentioned above should be made in Singapore. Firms to which Pioneer Certificates are granted will enjoy exemption from Singapore Income Tax for a period of five years. Any person may object to the making of the proposed Order by giving notice in writing to the Minister of Finance on or before August 22, 1966.

Further inquiries about the Pioneer Industries Legislation may be made to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627) quoting reference CRE/6197/4/G.

MALAYSIA (STATES OF MALAYA)

Quantitative restrictions

THE BOARD OF TRADE have received Notice to Importers (States of Malaya) and Penang Island No. 9 of 1966 dated July 5, 1966 which states that, with effect from June 2, 1966, the importation of Pencils, other than propelling or sliding pencils, pencil leads, slate pencils, crayons, pastels, drawing charcoal and writing, drawing tailors, and billiards chalks, excluding eyebrow and other cosmetic pencils, under tariff code 895230, into the Principal Customs Area of the States of Malaya and Penang Island from all countries except China, is subject to quantitative restriction. The importation of pencils from China is totally prohibited.

Importers were required to submit their statements of imports in 1965 within three weeks of the date of issue of this notice. Documentary evidence of contracts executed and letters of credit established before June 2, 1966 was required within one week of the date of this notice.

Import quotas will be issued quarterly, the first quota period commencing on June 2, 1966 and ending on September 1, 1966.

A notice concerning this tariff item appeared in the *Board of Trade Journal* dated June 24, 1966, page 1448.

BRITISH SOLOMON ISLAND PROTECTORATE

Customs tariff

THE BOARD OF TRADE have received a copy of the Customs (Duties) Order 1965, issued by the Chief Secretary and published in the Western Pacific High Commission *Gazette* of December 28, 1965. The amendments relate to the following items entering the British Solomon Islands:

Item No. of Commodity		Units of Quantity		Rate of Import Duty	
		Unit	Unit Code No.	Preferential Tariff	General Tariff
048-04·1	Biscuits, hard and plain containing not less than 95 per cent by weight of a mixture of flour, sharps, salt, yeast and water and weighing not less than 2 oz. per biscuit	lb.	04	Free	17½%
061-01	Beet sugar and cane sugar	lb.	04	1·2d. per lb.	1·2d. per lb. + 17½% *ad val.*
062-01	Sugar confectionery and other sugar preparations (except chocolate confectionery)	lb.	04	25%	42½%
073	Chocolate and chocolate preparations (including chocolate confectionery)	lb.	04	25%	42½%
112-01·1	Sparkling wine	1. gal.	09	30s. 1 gal.	36s. 6d. 1. gal.
112-01·2	Still wine containing less than 40 per cent of proof spirit	1. gal.	09	15s. 1. gal.	18s. 1. gal.
112-02	Cider and fermented fruit juices, n.e.s.	1. gal.	09	7s. 6d. 1. gal.	10s. 1. gal.
112-04·1	Bitters, cordials and liqueurs	1. gal.	09	96s. 1. gal.	111s. 1. gal.
112-04·2	Spirituous liquors	p. gal.	10	120s. p. gal.	135s. p. gal.
122-03·1	Stick, twist and plug tobacco	lb.	04	8s. lb.	8s. 6d. lb.
312	Petroleum, crude and partly refined for further refining (including natural gasoline)	1. gal.	09	3·6d. 1. gal.	3·6d. 1. gal.
313-01·1	Motor spirit (gasoline and other light oil for similar uses) including gasoline blending agents	1. gal.	09	3·6d. 1. gal.	3·6d. 1. gal.
313-01·2	Aviation fuels, all	1. gal.	09	3·6d. 1. gal.	3·6d. 1. gal.
313-02	Lamp oil and white spirit (kerosene, illuminating oil)	1. gal.	09	2·4d. 1. gal.	2·4d. 1. gal.
313-03	Gas, oil, diesel oil and other fuel oils	1. gal.	09	1·2d. 1. gal.	1·2d. 1. gal.
314	Gas, natural and manufactured	...	...	Free	17½%
552-04	Dentifrices	...	...	Free	17½%
591-03	Pyrotechnical articles	...	...	90%	100%
629-01·9	Rubber tyres and tubes for vehicles, n.e.s.	No.	01	Free	17½%
652-02·2	Cotton fabrics, (grey (unbleached), bleached, dyed, mercerised, printed or otherwise finished), including fabrics of mixed materials of which cotton is the chief component by weight	sq. yd.	18	25%	42½%
653-01	Silk fabrics	sq. yd.	18	25%	42½%
653-04	Fabrics of jute	sq. yd.	18	25%	42½%
653-05	Fabrics of regenerated or partly regenerated cellulose, protein, and similar fibres, e.g. artificial silk, rayon, and fabrics of synthetic fibres and spun glass, e.g. nylon etc.	sq. yd.	18	25%	42½%
653-09·2	Fabrics n.e.s. (including knitted fabrics and fabrics made of coarse hair and of paper yarn and mixtures)	sq. yd.	18	25%	42½%
654-01·1	Tulle, lace and lace fabrics of all fibres, trimmings, net and netting, n.e.s.	...	...	25%	42½%
841	Clothing, all	...	...	25%	42½%
863-01·1	Cinematographic films, exposed, of a standard width of 35 mm. imported for exhibition, whether to be re-exported or not	1. ft.	47	2·4d. per 100 ft.	2·4d. per 100 ft.
863-01·2	Cinematographic film, exposed, of a standard width of 16 mm. imported for exhibition, whether to be re-exported or not	1. ft.	47	6d. per 100 ft.	6d. per 100 ft.
863-01·3	Cinematographic film, exposed, of a standard width of less than 16 mm. imported for exhibition, whether to be re-exported or not	1. ft.	47	1s. per 100 ft.	1s. per 100 ft.

SOUTH VIETNAM

Customs duties

DETAILS OF REGULATIONS regarding the customs duty and other taxes levied on motor vehicles have now been received from HM Embassy in Saigon. Inquiries should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

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CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes:

Of a class or kind 'made in Canada':
Veneer lathe chargers also known as:
(1) veneer lathe loaders
(2) veneer block chargers or loaders
(3) veneer block lathe chargers or loaders
(4) core lathe chargers or loaders
(5) core block chargers or loaders
(6) core block lathe chargers or loaders.
(Ruling effective August 15, 1966)

The above information is contained in Canadian Department of National Revenue Memorandum D51/6/2 dated July 14, 1966.

Of a class or kind 'made in Canada':
Portable electric soldering guns and portable electric soldering gun kits.
(Ruling effective August 22, 1966)

Note: Soldering irons have been previously ruled of a class or kind made in Canada.

The above information is contained in Canadian Department of National Revenue Memorandum D51/10/1 dated July 21, 1966.

UNITED STATES

Products composed of ground leather

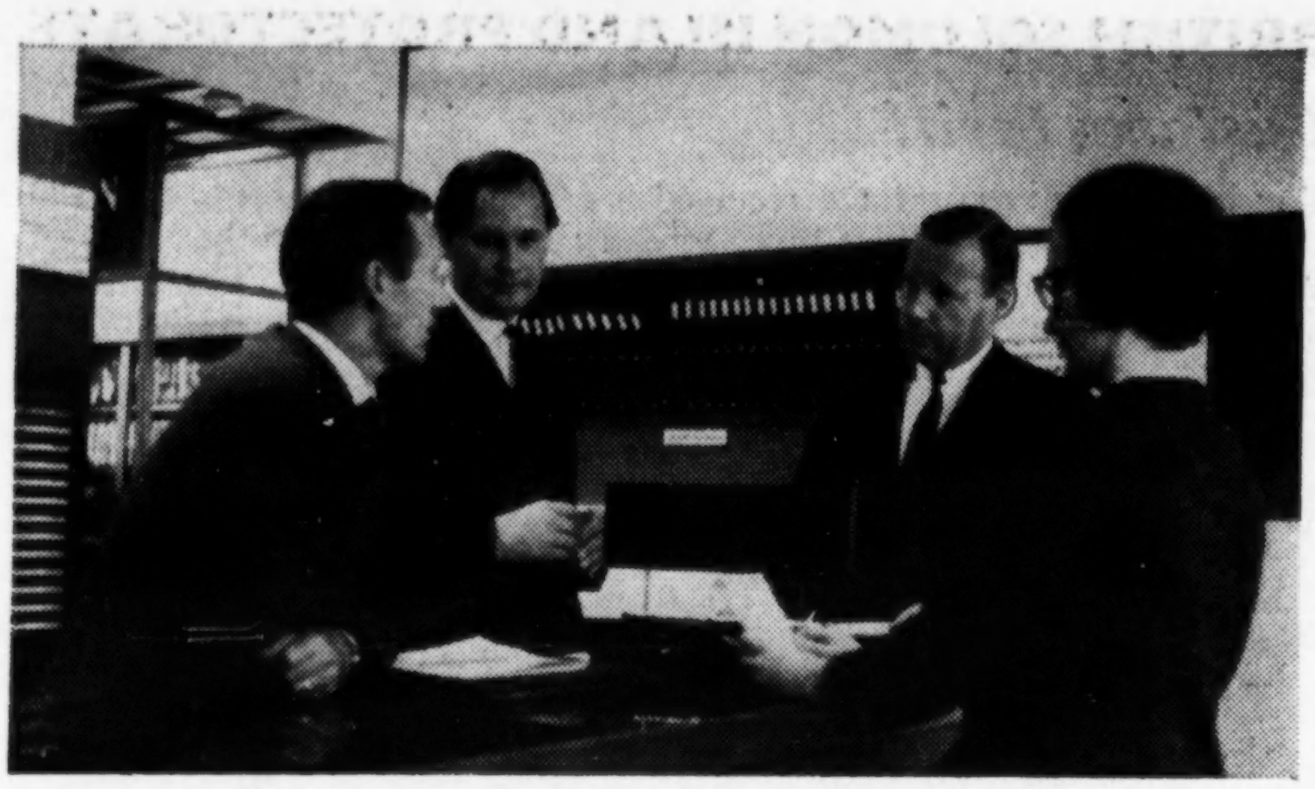
THE UNITED STATES Federal Trade Commission has advised that a product composed of ground leather may not be described as 'leather' without proper qualification. In its opinion the use of the word 'leather' without qualification means top grain leather.

The product in question had an outer portion composed of 85 to 90 per cent ground leather combined with latex rubber. This could have been described as 'ground leather' (or 'shredded leather' or 'pulverized leather'), 'composed of ground leather', or 'contains ground leather'.

The Commission has further pointed out that if it was decided not to disclose the ground leather composition of the article, it would be necessary to disclose that the outer portion was not leather by such language as 'not leather', 'imitation leather' or 'simulated leather'.

Inquiries regarding this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

US BUYER AT DESIGN CENTRE



William Ruben, managing director of the Jordan Marsh store in Miami visited the Design Centre in London recently to find British products for a promotion which his store is arranging next February. Photograph shows left to right, Mr. N. Barrett of Metasco buying house, Mr. P. York, Overseas Promotion Officer CoID, Mr. Ruben and Miss Y. Walker a member of CoID's Overseas promotion staff.

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Flammable Fabrics Act

THE UNITED STATES Federal Trade Commission is considering amending rules 5, 6 and 14 under the Flammable Fabrics Act.

The amendments of Rules 5 and 6 relate to textile fabrics having a raised-fibre surface, fabrics for processing into interlinings, etc., and fabrics for hats, gloves and footwear. Rule 14 refers to Section 11(c) of the Act (Exclusions) relating to shipments for processing to render fabrics and wearing apparel not so highly flammable.

Interested parties may submit their views in writing to the Federal Trade Commission, Washington, DC 20580, on or before August 23, 1966. Written rebuttal may be submitted until September 13, 1966.

A copy of the proposed amendments can be obtained from the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2397), to whom all inquiries should be addressed.

Hearing on an international agreement on anti-dumping

THE OFFICE of the Special Representative for Trade Negotiations has announced a hearing on September 12, 1966, before its Trade Information Committee in which public views on issues involved in a possible international anti-dumping agreement will be sought. Requests to present oral testimony must be submitted to the Executive Secretary of the Committee, 1800 G Street, N.W., Washington, D.C. 20506, by August 22, 1966. Written briefs must be submitted by September 2, 1966.

Further information concerning the submission of briefs and oral testimony and the specific topics on which the committee is seeking comment can be obtained from Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, S.W.1 (Tel. Abbey 7877, Ext. 2401).

PERU

Compulsory customs clearance

SUPREME RESOLUTION No. 472-H of May 27, 1966, created a system of compulsory customs clearance at Callao. This system empowers the Customs at Callao to order payment of advance duties in order to allow immediate delivery of goods which are dangerous or likely to cause congestion in the port.

This facility has already been in operation at Callao in exceptional circumstances. In order to qualify for the benefits of this system, the goods in question must meet any of the following requirements:

(a) They must be of considerable volume or weight; they must arrive in bulk or in large tanks for unloading by tubes or pipe; in barrels, drums, bundles, parcels or bags; in batches of demijohns, wooden or cardboard boxes, or bales; or in CKD packets when easily identifiable.

(b) They are inflammable, explosive, dangerous to handle, harmful to human health, or other goods, they require refrigeration or decompose easily.

(c) Cattle on the hoof.

The decree approves a list of commodities which qualify, the main constituents of which are contained in chapters 1, 3, 4, 8, 10 ,11, 13, 14, 15, 25, 27, 28, 29, 31, 36, 38, 39, 40, 41, 44, 69, 70, 73, 74, 79, 80, 84, 85, 86, 87, 88, 89, 93 of the Tariff.

ANGLO-PERUVIAN TRADE BULLETIN

A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.

COLOMBIA

Modifications to customs tariff

HM EMBASSY in Bogota reports the promulgation of Decree No. 1341 of May 26, 1966, which modifies the Customs Tariff as follows:

Item	Description	Duty Per cent
29.04	Acyclic alcohols and their halogenated, sulphonated, nitrated, nitrosed derivatives:	
	A. Monoalcohols:	
	I. Methylic (Methanol)	25
29.11	Aldehydes, aldehyde alcohols, aldehyde ethers, aldehyde phenols and other aldehydes of simple or complex oxygen function:	
	A. Acyclic aldehydes	
	I. Menthanol (formic aldehyde, formaldehyde)	40
29.16	Acid-alcohols, acid aldehydes, acid-cetones, acid phenols, and other simple or complex oxygen function acids, their anhydrides, halogarides, peroxides and peracids; their halogenated, sulphonated, nitrated, nitrosed derivatives:	
	B. Acid phenols:	
	I. Salicylic acid, its esters and salts:	
	(b) Salicylic acid salts:	
	I. Sodium and bismuth salicylates	35
29.31	Organic thiocompounds:	
	A. Organic thiocompounds used as insecticide or fungicide active substances:	
	IV. Manganese ethylene bisdithiocarbonate	30
38.11	Disinfectants, insecticides, fungicides, herbicides, rodent killers, antiparasites, and similar products, packaged for retail sale or in preparations on articles such as tapes, sulphur tapes, wicks and candles, and flypaper:	
	A. Preparations not packaged for retail sale:	
	I. Disinfectants	30
	III. Fungicides	30
	IV. Herbicides	30
	V. Rodent killers	30
	VI. Other	30
39.02	Polymerization and copolymerization (polyethylene, polytetrahalo ethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, coumarone-iodine resins, etc.):	
	A. Pure, in liquid or paste form, or granules, flakes, lumps, powders, blocks, sticks, non-coherent masses, and similar forms:	
	I. Polyethylene	40
	B. Mixed, prepared, modified or hardened:	
	I. In solution, dispersions or emulsions; modified with natural or synthetic resins, with oils, oil acids, alcohols or otherwise:	
	C. Other	50
	VI. Waste	70
40.02	Synthetic rubber, including synthetic latex, whether stabilized or not, oil artificial rubber:	
	A. Synthetic rubber including synthetic latex:	
	I. Synthetic latex	20
	II. Synthetic rubber	10
49.07	Unused postage stamps, revenue and similar stamps for official utilization or for legal use in the country of destination; stamped paper, banknotes, stock or security titles, including cheque books and the like:	
	A. Postage stamps, revenue stamps, stamped paper and bank notes	60
	C. Other	60
70.03	Glass bars, rods, balls or tubes, unworked (except optical glass):	
	B. Tubes:	
	II. Other	40
70.11	Glass bulbs, and tubes, open, unfinished, without fittings, for electric lamps, tubes, valves and the like:	
	A. Bulbs and tubes, open, for lamps:	
	I. Tapered tubes: curved tubes adequately shaped for light signs and tubes with inside lining of fluorescent substances	45
	II. Other	30
	B. For electronic and similar valves	25
73.11	Hot rolled or drawn iron or steel sections, forged or cold rolled; iron or steel sheet metal piling, including perforated or assembled:	
	A. Sections:	
	I. Of more than 80 mm.:	
	(b) Drawn or cold-rolled	40
	II. Drawn or cold-rolled	40
73.15	Alloy steel and high carbon steel in the forms indicated under items 73.06 to 73.14 inclusive:	
	W. Alloy steels (special steels). Sheets and plates of a thickness of less than 3 mm.; clad, coated or lined:	
	III. Other	40
74.03	Copper bars, sections and wire:	
	A. Bars and sections:	
	I. Wire rod	25
	II. Other	30
	B. Rough wire	30
	C. Plated with other metals or otherwise worked	40
74.04	Copper plates, sheets, and slats of a thickness of more than 0·15 mm.:	
	A. Simply wrought, hot rolled or forged	30
	B. Simply corrugated, curved, channelled, creased, embossed, patterned by rolling stamping, or perforating	30
	C. Burnished, varnished, tin and nickel plated, or plated with other common metals or otherwise worked	40
	D. Other	50
74.05	Thin copper, sheets and strips (including rough surfaced, cut, perforated, dad, printed or set on paper, cardboard, artificial plastic materials or similar bases), 0·15 mm. or less in thickness (not including base):	
	A. Flil (imitation gold)	35
	B. Other	50
74.07	Copper tubes (including roughdressing) and hollow bars:	
	A. Tubes:	
	I. Simply drawn, hot forged, butt-welded, riveted or fastened	40
	II. Other	40
	B. Hollow bars	40

(*Continued on next page*)

COLOMBIA, *continued*

Item	Description	Duty Per cent
82.03	Tongs, pliers, pincers and the like, including cutters, tinmen's snips, perforating punches, pipe cutters, bolt-cutters, and the like; metal shears, files and raps for manual work:	
	B. Files and rasps, including worked blanks	80
82.13	Other cutting elements (including pruning tools, meat choppers, butcher's or kitchen meat slicers, and paper knives); manicure, pedicure and similar tools and tool sets (including nail files):	
	D. Parts for electric hair trimmers or shears (combs, countercombs and blades) and blades for pencil sharpeners	60
84.24	Agricultural and horticultural machines, apparatus and devices for soil preparation and work and for cultivation, including lawn mowers and sports ground grass cutters:	
	G. Loose parts and pieces:	
	I. Discs and ploughshares	35
84.51	Typewriters without counting device; security check imprinting machines:	
	A. Typewriters:	
	III. Other	80
84.52	Calculating machines, 'accounting machines'; cash registers, posting machines, ticket dispensers, and the like with counting devices:	
	A. Calculating machines:	
	I. Adding machines	80
	II. Other:	
	(b) Other	80
	B. Posting machines	80
	C. Cash registers	80
	D. Other	80
84.54	Other office machines and equipment (stencilling or duplicating machines, addressing machines, coin classifying, counting and wrapping machines, pencil sharpeners, punching and stapling machines, etc.):	
	B. Addressing machines	80
	C. Ticket and note dispensers, other than those falling under Items 84.52 and 84.58	80
	E. Pencil sharpeners, paper and document perforating, stapling and unstapling machines	80
	F. Cash registers without counting devices	80
	G. Other	80
85.08	Electric ignition and starting apparatus and devices for gas or internal combustion engines (magnetos, motor-magnetos, ignition coils, spark and heat plugs, starters, etc.), generators (dynamos) and circuit breakers used in these motors:	
	D. Spark and heat plugs:	
	I. Completely unassembled, complete or incomplete	20
	II. Other	40
87.04	Chassis with motors of automative vehicles falling under items 87.01 to 87.03 inclusive:	
	B. Other:	
	II. Other:	
	(a) Of a maximum gross vehicular weight of up to 5,000 pounds	180
	(b) Of a maximum gross vehicular weight of between 5,000 pounds and 9,999 pounds	70
	(c) Of a maximum gross vehicular weight greater than 9,999 pounds	30

Article 2 of the Decree provides for an additional duty of 20 per cent on Items 49.07A and 49.07C to be levied until December 31, 1966.

Article 3 provides for additional duties, at the rate of 25 per cent during the remainder of 1966, at the rate of 15 per cent during 1967, and 5 per cent during 1968, on the following Items in the Tariff:

15.10 A
28.23
29.11 A I
29.14 A X a
29.14 A X b 1
29.14 A X b 2
29.14 A X b 3
29.14 A X c
39.02 B 1 a
39.02 B 1 b
39.02 B II
39.02 B III
39.02 B IV
39.02 B V
39.02 B VI
70.03 B II
70.11 A I
74.03 A II
74.03 B
74.03 C
74.04 A
74.04 B
74.04 C
74.04 D
74.05 A
74.05 B
74.07 A I
74.07 A II
74.07 B
85.41 A III
84.52 A I
84.52 A II b
84.52 B
84.52 C
84.52 D
84.54 B
84.54 C
84.54 E
84.54 F
84.54 G

Article 4 provides for additional duties to be levied upon Items 73.11.A.I.b., 73.11.A.II.b, 82.03.B, at the rate of

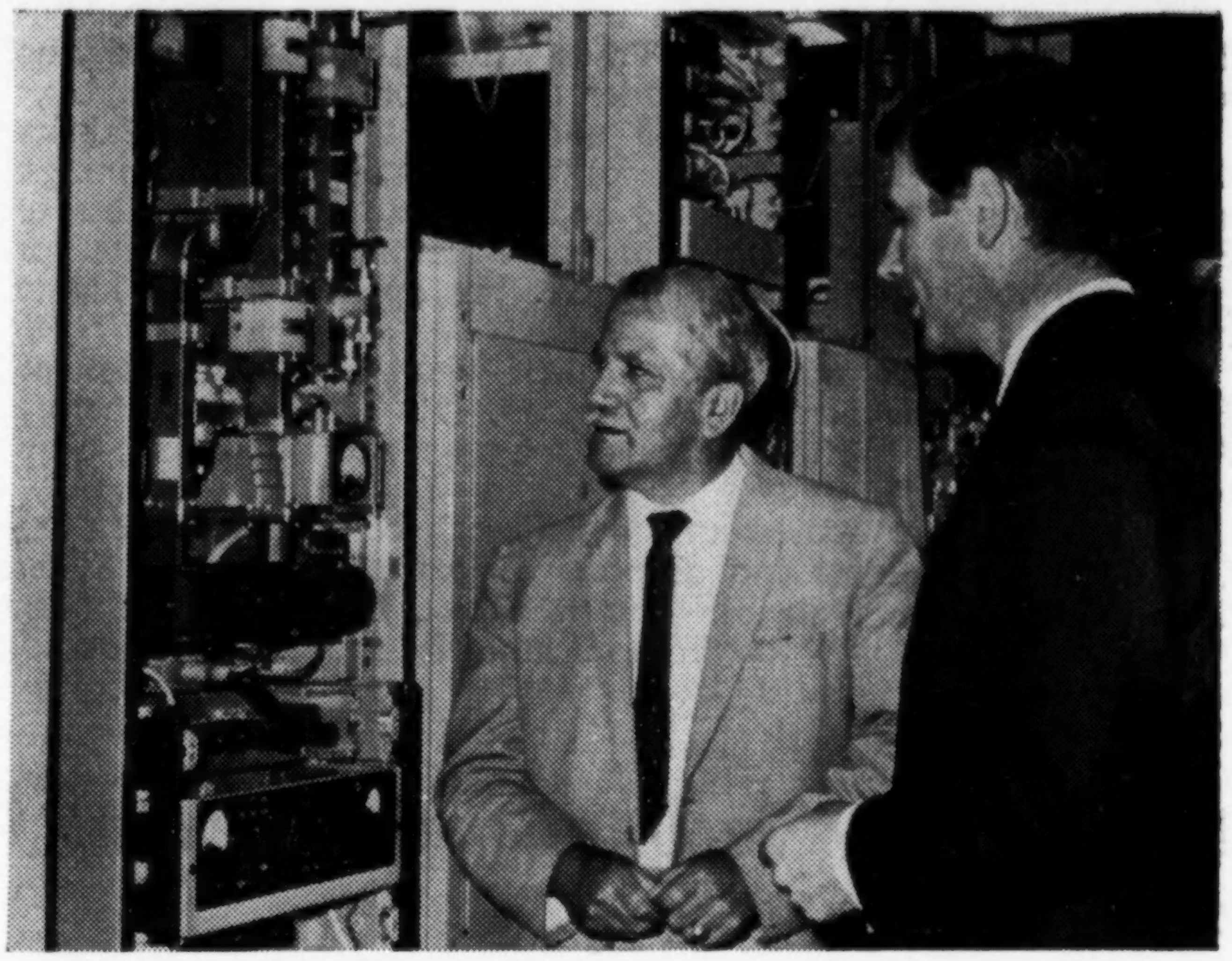
(a) 20 per cent during the remainder of 1966.
(b) 15 per cent during the whole of 1967.
(c) 10 per cent during the whole of 1968.

CHILE

Amendments to import regulations

HM EMBASSY at Santiago reports the following amendments to the Permitted Import List.

Section	Group	Item	Tax/Deposit
XI	62	Steam boilers of more than 150 sq. metres heating surface, and over 180 lb. working pressure	50



Professor Victor Villalobos (left), head of electrical engineering at the State University of Chile, Santiago, examines a microwave transmitter unit in the training school at the Coventry works of GEC (Telecommunications) Limited of England, during a tour of the department. With him is Mr. Clive Crossley, Controller of Training. GEC recently won a 3½-million-dollar contract for a microwave radio network for the northern zone of Chile.

URUGUAY

Additional prior deposits

HM EMBASSY at Montevideo report that the following sliding scale has been brought into effect, whereby additional prior deposits will in future be applied in direct ratio to the credit terms obtained for imports (see the *Board of Trade Journal* of November 5, 1965, page 1127):

Financing	Additional Prior Deposit
36 months or more	0%
30 to 35 months	15%
24 to 29 months	30%
18 to 23 months	45%
12 to 17 months	60%
6 to 11 months	75%
Less than 6 months	100%

The following item has been exempted from the additional prior deposit requirement:

Tariff No.	Item
40.078	Material exclusively for teaching

LATIN AMERICAN FREE TRADE ASSOCIATION

Complementation agreements

HM EMBASSY at Montevideo report that two 'complementation agreements' (see the *Board of Trade Journal* of May 13, page 1089) have been negotiated between Uruguay and Brazil, and came into effect on July 2. The agreements cover domestic appliances, on which both countries have reciprocally reduced duties to 6 per cent, and electronic and electrical communications goods, on which similar reductions in duty have been made.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

GUYANA

Imports from Sino-Soviet bloc countries

On July 1, 1966, the Guyana Ministry of Trade issued an Order revoking all import licences previously granted in respect of imports from Albania, Bulgaria, China, Czechoslovakia, East Germany, Hungary, North Korea, Poland, Rumania and the USSR. The Ministry also announced that the granting of licences for the importation of goods from the above countries was suspended until further notice.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

BARBADOS

Industrial Incentives Act, 1963

The Barbados Government is considering whether the following products should be declared 'approved products' for the purposes of the above Act:

Headgear; domestic appliances, steel furniture, farm equipment and appliances, metal storage tanks, concrete block-making machinery.

The following products have been declared 'approved products' for the purposes of the above law:

Ferrous castings, non-ferrous castings, cast steel and cast iron pipe and fittings.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated March 4, 1966 page 524. Approved manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery etc., and other concessions.

Industrial Development (Export Industries) Act, 1963

The Barbados Government is considering whether the following products should be declared 'approved export products' for the purposes of the above Act:

Fibre glass boats and other fibre glass water sports equipment and electronic computer equipment.

Approved export manufacturers of these products will enjoy income-tax relief, duty-free imports of building materials, plant, machinery, raw materials etc., and other concessions.

Applications for approved status under either of the above Acts are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British Trade and Information Office, Barclays Bank Building, Roebuck Street, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

SURINAM

Modification of import duties on certain meat products

The Netherlands *Economische Voorlichting,* No. 28, of July 13, 1966, reports that the Surinam authorities have issued Decree No. 70 of June 14, 1966, by virtue of which the import duty in Surinam on shoulders and ham and on salami sausage ('droge snijworst') has been increased from 40 per cent *ad valorem* to 40 per cent *ad valorem plus* Surinam florins 1.-per kg. net for shoulders and ham, and from 40 per cent *ad valorem* to 40 per cent *ad valorem plus* Surinam florins 2.-per kg. net for salami sausage, with effect from June 15, 1966.

Television sets and aerials

The Netherlands *Economische Voorlichting,* No. 27, of July 6, 1966, states that the period during which television sets and aerials therefore, classified under tariff heading 85.12 may be imported into Surinam free of import duty, has been further extended until October 1, 1966.

A previous notice on this subject was published in the *Board of Trade Journal* of March 25, 1966, page 703.

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordnance, 1950

The Trinidad and Tobago Government is considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Welded wire reinforcement

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Section, PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

Import licensing arrangements

The Trinidad and Tobago Open General Licence has been further amended by the addition of the following new items to the list of goods which require specific licences:

011-09.09	Fresh, chilled or frozen pork not included in Item 011.03.
012-01.039	Pork, pickled in brine.
611-01.12	Sole leather in primary forms exceeding 12 lb. weight per side.
611-01.22	Tanned, curried and dressed leather (in primary forms).
899-08.01	Domestic refrigerators (types normally used in dwelling houses, hotels, etc.), electrically operated, under 1 h.p.
899-08.03	Domestic refrigerators (types normally used in dwelling houses, hotels, etc.), non-electric.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

JAMAICA

Import licensing arrangements

The list of Exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the addition of the following new items to item 51.—Manufacturers of Plastics (including PVC):

'Waste paper and laundry baskets; buckets; basins; decanters; dinner sets; electrical conduit; water pressure, irrigation, waste and sewer pipes; handrail capping and (wall) skirting'.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

CUBA

Liquidation of the Banco Territorial de Cuba, SA

A NOTICE published in the *Board of Trade Journal* on April 29, 1966 (page 976), reported the termination of the activities of the Banco Territorial de Cuba SA.

Her Majesty's Embassy in Havana now report that the period during which creditors of the bank must make their claims has been extended by a further 90 days from June 15.

Inquiries about this notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2290, quoting reference CRE 2013/7/G).

EUROPEAN ECONOMIC COMMUNITY

Rules of competition

THE *Journal Officiel des Communautés Européennes* No. 103 dated June 10, 1966 contains an announcement relating to an application submitted by The European Committee for Co-operation of the Machine-Tool Industries (CECIMO) of Brussels, on the basis of a mandate received from its members for a negative clearance in respect of the organization of machine-tool exhibitions and in particular in respect of the clauses of regulations governing exhibitors participating. Interested third parties are invited to submit their observations within two months from June 10.

Particulars of this announcement may be obtained, if required, from Commercial Relations and Exports Department, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2354/2356).

European Atomic Energy Community

THE FOLLOWING further translations of EURATOM Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
14/65/EURATOM	Laying down death and invalidity tables and the law of variation of salaries to be used to calculate the actuarial values provided for in the Service Regulations of officials of the Communities	5d.
15/65/EURATOM	Amending the conditions applicable to remuneration and social security of staff of the Joint Nuclear Research Centre employed in Belgium	8d.
1/66/EURATOM	Amending Article 95 of the Service Regulations of officials of the European Economic Community and the European Atomic Energy Community	8d.
2/66/EURATOM	Amending the conditions applicable to remuneration and social security of the staff of the Joint Nuclear Research Centre employed in the Netherlands	5d.

FRANCE

Imports of goods from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of July 14 announced the opening of the quotas for the import of British goods into France for the second half of 1966. Full details will be published in next week's *Board of Trade Journal.*

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Exts.* 2479/2480).

Imports of fish from Britain under negotiated quotas

THE FRENCH *Journal Officiel* of July 20 announced the opening of the remainder of the quotas for the following products, originating in and imported from Britain, appearing in List B of the Franco-British trade agreement of January 11, 1966.

Quota No.	Tariff No.	Products
1	Ex 03.01	Fish, fresh, chilled or frozen: The balance of the quota, now opened, is half the annual quota for 1966. Import licence applications must be accompanied by a pro forma invoice in duplicate, dated, issued by the British exporter, bearing his stamp and signature and specifying in full the types and qualities of the fish.
2	03.02 B II a ex 2	Fillets of smoked cod: The balance of the quota, now opened, is three-quarters of the annual quota for 1966.

Import licence applications on Form AC and accompanied by pro-forma invoices, must reach the Direction generale des douanes et droits indirects, service des autorisations commerciales (importations), 8 rue de la Tour-des-Dames, Paris (9e) before 11.30 a.m. on August 10, 1966. The applications will be examined simultaneously.

Applications for licences may include all types of fish in the above table; however, for species of fish subject to the minimum price regime and which were the subject of a notice in the *Journal Officiel* of February 1, 1966, to importers of certain saltwater fish originating in and imported from foreign countries other than member countries of the European Economic Community, imports will not be allowed except at the permitted price levels and by the methods laid down in the said notice.

Details of the notice of February 1 were published in the *Board of Trade Journal* dated February 25, page 480.

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

THE NETHERLANDS

Turnover tax surcharge on imported goods

A NETHERLANDS Royal Decree dated June 23, 1966, and effective from July 1, 1966 (*Staatsblad,* No. 249/1966), announces changes in Turnover Tax Surcharge payable on certain imported goods.

It is hoped to publish details of these changes shortly.

The text of the above-mentioned Decree (in Dutch) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

SPAIN

Opening of global quotas

THE SPANISH LIST of Global quotas for 1966 was published in the *Board of Trade Journal* for March 11, page 574. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

Quota No.	Goods	Minimum value of licences for which applications invited	Applications to be presented between
		Million pesetas	
48	Marine engines and parts . . .	18·250	Aug. 15-Sept. 15
49	Other motors and parts	72·500	Aug. 15-Sept. 15
50	Motor pumps and motor compressors .	16·500	Aug. 15-Sept. 15
51	Refrigerators up to 250 litres . . .	66·000 (12,500 units)	Sept. 15-Oct. 15
54	Radio transmitters and transmitter-receivers	30·250	Sept. 15-Oct. 15
56	Tractors	160·000 (1,435 units)	Aug. 15-Sept. 15
58	Buses, fire-engines and parts for the manufacture of commercial vehicles . .	110·000	Aug. 15-Sept. 15

Customs tariff

IN THE *State Gazette* of July 5, the Spanish authorities announced modifications to certain sub-headings of their Customs tariff, and revised sub-headings and import duties are as follows:

Tariff Heading	Description	Definitive duty %	Transitory duty %
27-02 A	Lignite	5	5
		(with a specific minimum of 5 pesetas per 100 kilogrammes)	
28-14 A	Sulphur chlorides and oxychlorides:		
1	Thionyl chloride	30	5
2	Other	30	23·5
29-14 I	Orthotoluic acid	20	5
J	Other	20	13
31-02	Mineral or chemical fertilizers, nitrogenous:		
A	Natural sodium nitrate containing not more than 16% of nitrogen	Free	Free
B	Synthetic sodium nitrate containing not more than 16% of nitrogen	10	10
C	Calcium nitrate containing not more than 16% of nitrogen and calcium nitrate-magnesium nitrate, whether or not pure .	10	10
D	Ammonium nitrate	10	10
E	Ammonium sulphate	10	10
F	Ammonium sulphonitrate	10	10
G	Calcium cyanamide containing not more than 25% of nitrogen, whether or not treated with oil	10	10
H	Urea containing not more than 45% of nitrogen	10	10
I	Mixtures of ammonium nitrate with chalk, gypsum, or other inorganic non-fertilizing substances	10	10
J	Other nitrogenous fertilizers mentioned in paragraphs B, C and D, of Note 1 to this Chapter.	15	15
84-10 F	Motor pumps:		
1	For turbines	30	1
2	Other:		
2 a	Turbo-pumps (except submersible electro-pumps)	30	1
2 b	Other	40	23·5
84-33 A 1	Paper trimming and cutting machines with three or more blades, two of which cut simultaneously	40	6·5

Suspension of customs duties

IN THE *State Gazette* of July 5, the Spanish authorities announced the extension of the import duty suspension on Coffee Beans, not roasted (Tariff heading 09-01 A) until September 26, 1966. A duty of 1 per cent only is to be paid until that date.

NORWAY

Global quotas for July/December 1966

NORWAY HAS ESTABLISHED the following quotas for the period July 1, 1966 to December 31, 1966. The global quota area comprises all countries.

Heading in the Customs Tariff	Commodity	Quota (1)
ex Chapter 1	Live animals, not for food	800
ex 04.04	Cheese and cheese paste	115 tons
06.01	Flower bulbs	10,500
06.02	Live plants, tubers and the like	8,600
06.03	Cut flowers	1,500
06.04	Other parts of plants, grasses, moss, foliage and the like	180
ex 08.09	The melon grades 'Ogen' and 'Honey Dew' . .	25 tons (2)
ex 10.06 ex 21.07	Rice, husked or broken; boiled rice (instant rice, etc.) .	600
ex 17.02	Glucose	50
ex 18.06	Ice cream, ice cream powder and other foodstuffs containing cocoa	275 (2)
20.07	Fruit and vegetable juices	150
ex 21.07	Ice cream powders and pudding powders not containing cocoa	330 (2)
ex 21.07	Fat emulsions and similar preparations of a kind used in the manufacture of bakers' wares, containing less than 10% of fat by weight	40 tons (2)
ex 35.02	Egg albumen	45 (2)

(1) Expressed in 1,000 kr. unless otherwise stated.
(2) Quota increased in accordance with Article 10 of the EFTA Convention. Quantitative import restrictions to be abolished on December 31, 1966.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

DENMARK

Global quotas for 1966/1967

DENMARK HAS ESTABLISHED the following global quotas for the period commencing July 1, 1966. List I contains quotas for the period July 1, 1966 to December 31, 1966, which Denmark has increased in accordance with her obligations under Article 10 of the EFTA Convention. The goods concerned will be freed from import restrictions from January 1, 1967.

Quotas for goods falling outside the provisions of the Convention for the year July 1, 1966 to June 30, 1967 are shown in List II.

LIST I

Quota No.	Heading in the Customs Tariff	Commodity	Quota (1,000 kr.)
229	ex 18,06	Chocolate confectionery . . .	10,000
233	ex 18.06 ex 21.07	Other food preparations, including those containing cocoa . . .	4,250
281	ex 68.02	Worked monumental or building stone, and articles thereof . . .	350
		LIST II	
726	ex 02.01 ex 02.06	Mutton and lamb, fresh, chilled, frozen, salted, dried or smoked .	800
731	ex 04.02	Milk powder for industrial products .	Unrestricted licensing
729	04.06	Natural honey	3,000
787	ex 06.01	Tulip, narcissus and hyacinth bulbs .	5,750
734 775-778	ex 07.01	Vegetables, fresh	Unrestricted licensing on a seasonal basis
779	ex 07.02 ex 07.03	Vegetables, frozen or temporarily preserved for industrial use . . .	Unrestricted licensing
773	ex 08.06	Apples and pears, fresh . . .	Unrestricted licensing on a seasonal basis
780	ex 08.07	Cherries, fresh	Unrestricted licensing on a seasonal basis
781	ex 08.07 ex 08.08 ex 08.09	Plums, berries and netted lemons, fresh	Unrestricted licensing on a seasonal basis
740	ex 11.01	Wheat flour for use in export industries, etc.	Unrestricted licensing
741	ex 11.01	Semolina for the manufacture of macaroni and cornflour for use in the manufacture of bakery products .	Unrestricted licensing
795	ex 11.05 ex 11.06 ex 11.08 ex 11.09	Flour, meal and flakes of potato and flour and meal of sago and of manioc, arrowroot and other roots and tubers; 'corn starch' (maize starch), rice starch, manioc starch, tapioca starch and arrowroot starch, inulin, gluten and gluten flour, for industrial purposes	Unrestricted licensing
748	ex 12.01	Rapeseed and colza seed . . .	100
783	16.01 ex 16.02	Sausages, preserved meat and other meat products, except pâté de foie gras	1,400
798	ex 17.01 ex 17.02 ex 17.03 ex 17.04 ex 17.05	Sugar and sugar solutions for special purposes	Unrestricted licensing
757	19.03	Macaroni, spaghetti and similar products	1,000
858	ex 07.02 ex 07.03 ex 20.02	Vegetables, frozen, prepared or preserved to be used in preparing food for consumption in aircraft . .	Unrestricted licensing
785	ex 07.02 ex 07.03 ex 20.02	Vegetables, frozen, prepared or preserved, other than for industrial and special purposes	5,500
760	ex 08.11 ex 20.06 ex 20.07	Fruit pulp and juice of apples, pears, cherries, plums, berries, etc., for industrial use	According to demand having regard to the size of the crop
786	ex 20.03 ex 20.06 ex 20.07	The following types of fruit, prepared or preserved, for non-industrial purposes; pears, cherries, raspberries and strawberries, and mixtures containing 30% or more by weight of such fruit – irrespective of the size of the containers. Apples, plums, red currants, white currants and black currants, and mixtures containing such fruit – in containers of a gross weight of over 2 kg. Juice of apples, pears, cherries, raspberries, elderberries, strawberries, red currants, white currants and black currants, and mixtures containing such fruit juices	1,100
851	ex 20.02 ex 20.07	Baby food	500*
852	ex 20.02 ex 21.07	Cooked ravioli, macaroni, spaghetti and similar ready-cooked dishes .	2,500
859	ex 11.05	Mashed potato in powder form . .	550
860	ex 09.01	Raw coffee	60,000
861	ex 09.01	Roasted coffee	5,000 (new quota)

*The amount has been reduced due to liberalization on July 1, 1966, of the remainder of BN heading No. 20.05, some items of which were covered by this quota.

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

DENMARK, *continued*

Removal of import restrictions

THE DANISH AUTHORITIES have announced that, as from July 1, 1966, import licences will not be required for the commodities listed below.

This notice amends the list of goods subject to licensing control published on pages 906/907 of the *Board of Trade Journal* of April 22, 1966.

Customs Tariff No.	Commodity
ex 11.06	Flour and meal of sago and of arrowroot and other tubers falling within heading No. 07.06 for use as feeding stuff.
ex 19.08	Biscuits, rusks (rest of item).
ex 20.05	Marmalades, except of citrus fruits and apricots (previously liberalized), jams, fruit jellies, fruit puree and fruit pastes, being cooked preparations whether or not containing added sugar (rest of item).
ex 46.03	Basketwork, wickerwork and other articles of plaiting materials (rest of item).
ex 64.01	Footwear with uppers of rubber (rest of item).
ex 64.02	Footwear on which outer soles of rubber are applied by vulcanization (rest of item).

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 458, 459 and 461).

TURKEY

Global import quotas and liberalization lists

THE TURKISH AUTHORITIES published in the Turkish Official Gazette of July 4, 1966, the seventeenth list of global quotas and the liberalization lists for the second half of 1966.

Applications to import under the quotas must be made by Turkish importers within one month of the date of publication in Turkey. Unavoidable delay in the receipt of translated copies of the import lists has made it impossible to publish the quota list in the *Board of Trade Journal* before the closing date for applications, i.e. August 4, 1966. The lists, which are not expected to vary a great deal from those for the first half of 1966, may be consulted in Tariff Section, Export Services Branch, Board of Trade, Room E.53, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

Full details of the quotas and liberalization lists will be published in the *Board of Trade Journal* as soon as possible.

LEBANON

Export of copper and copper products

THE LEBANESE Ministry of National Economy has announced in the *Official Gazette* No. 52 of June 30, 1966, that copper and copper products are now subject to export licensing regulations.

All inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2221), quoting reference CRE/659/G.

GHANA

Customs tariff changes

ON JULY 20 Ghana's 1966/67 Budget was presented, which contained certain increases in customs duties. Full details are not yet available. Meanwhile inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

ZAMBIA

Customs tariff changes

TELEGRAPHIC ADVICE has been received of customs tariff changes effected by the Zambian Government Budget announced on July 22. The items affected and the new rates of duty are as follows:

Item	Goods	Duty
86	(1) Bicycles, tricycles and motor cycles, not being toys:	
	(a) (i) Bicycles and tricycles	Free
	(ii) Spare parts and accessories therefor, but not including electric lamp bulbs, tyres and tubes, when imported separately	Free
	(b) Motor cycles not being motor vehicles equipped with reverse gear; and sidecars:	
	(i) Motor cycles and sidecars . . *ad val*	10%
	(ii) Chassis for motor tricycles and sidecars, etc. .	Free
	(iii) Parts and spare parts and accessories, n.e.e. *ad val.*	10%
103	(1) Internal combustion engines, their parts, equipment and accessories, n.e.e., not being designed specially for aircraft:	
	(a) Engines specially constructed for stationary use .	Free
	(b) Engines specially designed for attachment to pedal cycles	Free
	(c) Other engines, imported separately . *ad val.*	10%
	(d) Accessories and auxiliary equipment not elsewhere provided for in this item, etc. . . . . *ad val.*	10%
118	(a) (ii) Mowers, not being agricultural machines, and garden rollers . . . . *ad val.*	30%
119	(2) Electrical machinery, apparatus, appliances, implements and material, n.e.e. . .	
	(b) Electrical appliances, including vacuum cleaners, floor polishers and food mixers . . . . *ad val.*	30%
	(c) Other . . . . *ad val.*	20%
129	Motor vehicles and trailers therefor:	
	(a) Passenger:	
	(i) Motor cars including coupe-imps, station wagons, safari vans, general purpose vehicles and motor caravans . . . . *ad val.*	A rate per centum calculated by adding 20 to the product of the figure representing the value for duty purposes expressed in pounds multiplied by ·020.
	(ii) Coaches, omnibuses, minibuses and similar vehicles having in the opinion of the Controller a normal constructed seating capacity at the time of importation of not less than 13 adult persons including the driver *ad val.*	10%
143	(3) Washing and ironing machines including wringers, not industrial . . . . *ad val.*	30%
154	(b) Wireless and television broadcast receivers; radio gramophones; electrical record players; electrical sound amplifiers; electrical sound reproducing and recording machines; cabinet loudspeakers; chassis, complete or incomplete; and cabinets, imported separately; n.e.e.:	
	(ii) Other. . . . . *ad val.*	40%
231	Medicinal preparations, n.e.e..	Free

Note:

The general rates appended to Customs Tariff is amended by the deletion of paragraph 4 of Note 13 relating to tariff item 129.

Any inquiries relating to this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 468).

FERNANDO POO AND RIO MUNI

Customs tariff

THE SPANISH AUTHORITIES have announced that the tariff system applicable in Fernando Poo and Rio Muni shall be the one established for Spain. The Home Tax Compensation Levy applied to all imports into Spain shall also apply to imports into Fernando Poo and Rio Muni. Anti-dumping and countervailing duties applicable in Spain shall not apply to Fernando Poo and Rio Muni.

For goods on which the duty on entry into Spain is between 10 per cent and 40 per cent *ad valorem*, the rate of duty applicable in Fernando Poo and Rio Muni may not be greater than 10 per cent. For goods on which the duty on entry into Spain is greater than 40 per cent *ad valorem*, the rate of duty applicable in Fernando Poo and Rio Muni

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ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

shall be 15 per cent.

Imports of goods falling under the following tariff headings shall be exempt from payment of import duty and Home Tax Compensation Levy:

Tariff Heading	Description
Chapter 2	Meat and edible meat offals.
03·01	Fish, fresh (live or dead), chilled or frozen.
03·02	Fish, salted, in brine, dried or smoked.
04·01	Milk and cream, fresh, not concentrated or sweetened.
04.02	Milk and cream, preserved, concentrated or sweetened.
04.03	Butter.
04.04	Cheese and curd.
04.05	Birds' eggs and egg yolks.
07.01	Vegetables, fresh or chilled.
07.02	Vegetables (whether or not cooked), preserved by freezing.
07.04	Dried, dehydrated or evaporated vegetables.
11.01	Cereal flours.
15.13	Margarine, imitation lard and other prepared edible fats.
17.01	Beet sugar and cane sugar, solid.
19.02	Preparations of flour, starch or malt extract, of a kind used as infant food or for dietetic or culinary purposes, containing less than 50 per cent by weight of cocoa

Allowances shall be granted in payment of import duty and Home Tax Compensation Levy on importation into Fernando Poo and Rio Muni of the goods listed below. Such allowances shall be applicable when they are more favourable to the importer than the general system outlined above.

Goods	Tariff heading	Allowances
Insecticides	38.11	60%
Wheeled tractors	87.01 A	60%
Track-laying tractors	87.01 B	60%
Lorries	87.02 B 3 b	60%
Cement	25.23	50%
Copper sulphate	28.38	50%
Ammonium sulphate	31.02 E	50%
Urea	31.02 H	50%
Basic slag	31.03 A	50%
Compound fertilizers	31.05 B	50%
Iron bars	73.10 B 3	50%
Galvanized sheets and plates	73.13 B 3	50%
Tubes and pipes	73.18 B	50%
Engines	84.06 C 1	50%
Oil refrigerators	84.15 A	50%
Room fans	85.06 C	50%
Motor cars	87.02 A 1	50%
Parts for motor vehicles	87.06	50%
Air conditioners	84.12	40%

SUDAN

Import restrictions

THE SUDANESE MINISTRY of Commerce have announced a temporary change in import licensing policy. It is understood that, for a limited period, import licences will be issued for the import of essential items only, for example, spare parts, medicines and raw materials.

Exporters are advised to make every effort to ship goods covered by current import licences within their validity period. Further details will be published when they are available.

PORTUGUESE OVERSEAS TERRITORIES

Consular invoices

THE *Board of Trade Journal* of July 15, 1966, published a notice announcing that, with effect from July, 1, 1966, consular invoices (otherwise known as Declarations of Cargo) would not be required for goods destined for Portugal and the adjacent islands of Madeira and the Azores.

The *Boletim Oficial de Mocambique,* Series 1, No. 27, of July 2, published Order No. 22,039 announcing that within the terms of the Portuguese Overseas Provinces Organic Law, the provisions of the above notice would also apply to the overseas territories.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the Board of Trade Journal, *June 24, 1966.*

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LIBYA

Credit restrictions

THE BRITISH EMBASSY in Tripoli have reported that the Bank of Libya recently announced certain monetary measures which provide *inter alia* that no Commercial bank may open letters of credit for the import of consumer durables such as private cars, refrigerators, radio and TV sets, without a prior cash coverage of no less than 25 per cent of the value of these commodities in Libya. These measures do not apply to other imported commodities such as essential consumer goods, machinery, building materials, etc.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2357).

ALGERIA

Import restrictions

THE ALGERIAN *Journal Officiel* of June 21, 1966, announced that the following item was to be added to the list of goods subject to import licence and quota restrictions (Decree No. 63-188 of May 16, 1963):

Tariff No.	Description
Ex 48-10	Cigarette paper in the form of booklets.

Existing orders could be admitted quota-free until July 21, 1966. Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to **Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (City 9876 Ext. 6147).**

Inquiries from other parts of the United Kingdom should be addressed to **Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.3 (City 3718).**

Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Balance of payments (Q)	15 July 1966
Business names registered (A)	4 Feb. 1966
Capital expenditure:	
By industry (Q)	8 July 1966
Distributive and service trades (A)	31 Dec. 1965
Expected capital expenditure (3 times a year)	24 June 1966
Catering trades turnover (M)	15 July 1966
Chemical industries production (6-M)	20 May 1966
Companies:	
Income and finance (Q)	6 May 1966
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Instalment credit business (M)	8 July 1966
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Engineering and electrical goods:	
Deliveries of certain products (Q)	1 July 1966
Production, exports and orders (M)	This week
ECGD business (Q)	3 June 1966
Film industry:	
British Film Fund Agency returns (M)	This week
Cinema admissions and takings (M)	1 July 1966
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Registrations of films (A)	28 Jan. 1966
Trends in film-going (A)	10 Sept. 1965
Food consumption levels (A)	20 Aug. 1965
Foreign trade:	
Commonwealth trade (A)	1 July 1966
Sterling area trade summary (Q)	27 May 1966
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Assets and liabilities of HP companies (Q)	20 May 1966
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Machine tools deliveries and orders (M)	15 July 1966
Man-made fibres:	
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Analysis of production (Q)	1 July 1966
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Car and commercial vehicle production (M)	1 July 1966
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Retail trades:	
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N. Ireland index (M)	This week
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Clothing and textiles orders and deliveries (M)	22 July 1966
Cotton production (M)	22 July 1966
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Wool exports (Q)	20 May 1966
Wool output (M)	22 July 1966
Tourism:	
International tourism (A)	10 Sept. 1965
UK tourist traffic (M)	22 July 1966
Wholesale prices:	
Average prices of selected commodities (A)	25 Feb. 1966
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Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	13 May 1966
Board of Trade regional organization	24 June 1966
British and Commonwealth chambers of commerce and other British business organizations overseas	11 Mar. 1966
British commercial representatives overseas	24 June 1966
Directory of Board of Trade departments and their work	27 May 1966
ECGD local offices	4 Mar. 1966
Official Receivers' offices	5 Nov. 1965
United States consular offices in the UK	17 June 1966

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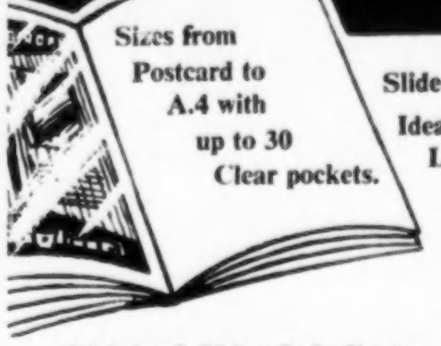

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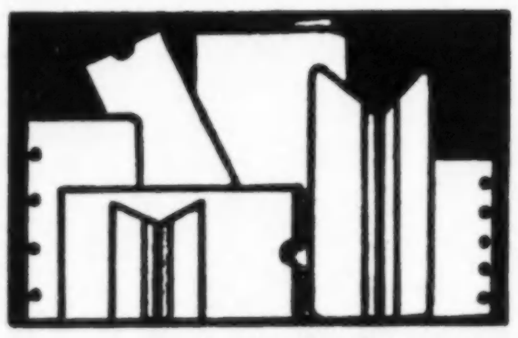

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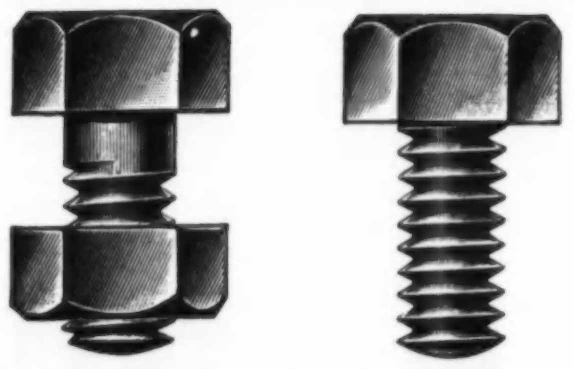

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